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Automotive News

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A diesel for Datsun

Something new for 810 Maxima

Datsun is offering a diesel engine on 810 Maxima sedan and wagon models sold in the U. S. It's a 2.8-liter powerplant, and Datsun expects to sell about 1,000 diesel Maximas monthly now and more after the diesel becomes available in California as an '82 model. The price is $11,729 for both the sedan and the wagon, $850 more than the gasoline-engine version. Story on Page 6.

New-car inventory climbs to 1.4 million, 70 days

By Jenny L. King
Staff Writer

Mildly improved sales and healthy production levels in May left the domestic industry with increased inventories on June 1 compared with a month earlier. But the auto makers were in much better shape than they were June 1, 1980, when their highest days-supply level for that date was notched.

The industry opened this June with a 70-day supply of U. S.-built new cars, up from 66 days the preceding month but down from the glutted 83-day stockpile a year ago.

Total unsold cars on hand numbered 1,471,650, up from 1,348,836 on May 1 and lower than the 1,597,866 units at the beginning of the month in 1980. Most new-car supplies were at manageable levels, with shortages among those no longer produced.

Three of the five major auto makers increased their stockpiles during May, while Volkswagen of America remained the same and American Motors was down.

General Motors had a 70-day supply as this month opened, up from a 67-day level May 1. There appeared to be plenty of X-bodies, with Chevrolet's Citation in heavy stock. J-car figures are misleading because the cars went on sale late in May.

Ford Motor Co.'s inventory edged up to 73½ days' supply from a 68-day level a month earlier. Its June, 1981, stockpile was greatly improved from the 94-day supply for the month a year ago. Ford Thunderbird and Mercury XR-7 were again in abundance, as they were in May and a year ago.

Chrysler Corp. jumped to a 73-day supply from 58½ days a month earlier. One year ago, the corporation found itself with 134 days' worth of new cars to peddle. Chrysler's largest cars had manageable stock levels while its K-cars were getting heavy. Dodge Mirada topped them all with a 114-day supply.

American Motors was down to a 40-day level from 48 days the preceding month. A year ago, AMC had a 100-day supply of cars on hand. Volkswagen of America stayed at 72 days.

• The June 1 domestic inventory was divided this way: GM, 59.59 percent; Ford Motor Co., 24.46 percent; Chrysler Corp., 11.64 percent; AMC, 1.49 percent, and VWoA, 2.82 percent.

A month earlier the inventory breakdown read: GM, 58.78 percent; Ford Motor Co., 24.38 percent; Chrysler Corp., 11.98 percent; AMC, 2.00 percent, and VWoA, 2.86 percent.

By size class, only the stockpile of subcompacts was lighter than a month earlier as compacts and luxury units jumped and standard-size and intermed-

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NEW-CAR STOCKS

	June 1, 1981	May 1, 1981	June 1, 1980
Spirit	50	54	89
Concord	30½	57	77
Eagle	44	37	226
AMERICAN MOTORS	40	48	100
Horizon	61	62½	121
Reliant	90	54½	—
Volare	62½	24	147
Gran Fury	25	41	58
Plymouth	72	56	125
Imperial	41	81½	—
LeBaron	55	71	143
Cordoba	84	78½	170
Chrysler	61½	50	124
Chrysler	62	70	147
Omni	58	56	119
Aries	103	57	—
Aspen	54	22	152
Diplomat	57	75	148
Mirada	114	88	168
St. Regis	56	35	85
Dodge	77	58	135
CHRYSLER CORP.	73	58½	134
Escort/Exp.	61	59	—
Pinto	70	56	100
Mustang	65	71	85
Fairmont	88	68	75
Granada	97	84	114
Thunderbird	122	114	138
Ford	89	85	81
Ford	76	70	94
Lynx/LN7	63	56	—
Bobcat	20	32	122
Capri	62	53	84
Zephyr	59	61	86
Cougar	73	79	91
XR-7	106	113	134
Mercury	78	76	77
Mercury	68½	65	94
Lincoln	49	53	79
Mark VI	63	65	87
Lincoln	56	59	87
FORD MOTOR	73½	68	94
Skylark	50	44	29
Century	63	57	65
Regal	95	76	94
LeSabre	57	48	103
Electra	69½	57	108
Riviera	64	51	95
Buick	67	57	73
Cimarron	102	—	—
Seville	95	77	82
Cadillac	62	54	74
Eldorado	65	53½	59
Cadillac	66½	56	72
Chevette	43	43½	52
Monza/Cavalier	98	38	58
Citation	109½	111	41½
Camaro	66	63	89
Malibu	77	61	88
Monte Carlo	125	127	124
Chevrolet	83	80½	107½
Corvette	46½	50	56
Chevrolet	80	76	72½
Omega	64	64½	38
Cutlass	41	42	60
Supreme	78	77	76
Olds 88	53	49	71
Olds 98	42	41	79
Toronado	68	61	81
Oldsmobile	57	56	67
T-1000	41	52	—
Sunbird/J-2000	46	41	73½
Phoenix	83	95	47½
Firebird	57	62	93
LeMans	65	67	104
Grand Prix	94	110	130
Pontiac	76	89	109½
Pontiac	69	82½	93
GENERAL MOTORS	70	67	74
VOLKSWAGEN	72	72	40
Total	70	66	83

FTC asked to investigate

'Great rebate hustle' under attack

WASHINGTON. — The Federal Trade Commission has been asked to investigate the latest General Motors and Ford Motor Co. rebate programs which included dealer participation.

The Center for Auto Safety, in a letter to Acting Chairman David Clanton, claims the national advertising exaggerated the value of rebates because some dealers were not making their customary "best deals" because of their share of the rebate.

Examples of ads cited by the center are: "Make your best deal and get $700 rebate check direct from GM at your participating dealer" and "10-percent rebate from Ford — Get up to $1150.00 cash back."

The center finds significant consumer economic injury from what it calls the "great rebate hustle" as well as simple deception because of the failure to disclose the dealer share in the rebates. The ads, according to the center, appear to violate Section 5 of the FTC Act which bans unfair and deceptive acts and practices.

In the GM "direct-from-the-manufacturer" rebate of $700, the dealer's share was $300. Recently, an unnamed GM dealer wrote to the center: "The reason I am blowing the whistle on this marketing scheme started by General Motors is that it is an absolute fraud on the public. It forces the dealer to lie to the customers that he is getting 'the best deal' when in fact we have to hide $200 or $300 in the gross profit to return to the factory so they can send the customer a big check."

• Among similar consumer complaints received by the center is one from a woman in California citing her experiences with trying to buy a car before the rebate period with receiving one quoted price; her failure to buy during the rebate period, except at a price higher by more than $300, and then receiving a call from a dealer after the rebate period at the initial lower price deal.

The car in question was a Pontiac Grand Prix Brougham which was advertised with a $700 rebate on sales made between Feb. 18 and March 19.

A Virginia customer trying to buy a 1981 Mercury Zephyr told of a dealer who "included a $200 charge for the rebate with a deduction for $617 allowed for the 'L/M rebate'" written on the order form. Yet, before the customer visited the dealership, he "had been led to believe through manufacturer advertising that he would receive a full 10-percent rebate off the base price of the car rather than the 10-percent less $200 for the dealer's contribution."

The center acknowledges dealers have little choice but to participate and that NADA has voiced its objections to dealer participation.

But the center also points to

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Firms accused in rustproofing

By John A. Russell
New York Staff Writer

NEW YORK. — In a scathing report on the aftermarket rustproofing industry, State Attorney General Robert Abrams charged widespread faulty workmanship and inadequate warranty protection. He said that in his opinion, consumers in the state who purchase dealer-applied rustproofing are defrauded "of at least $11 million annually."

The report concluded a six-month investigation into dealer-applied rustproofing by the Attorney General's office. As a result, 8 new-car dealers agreed to inspect and redo allegedly un-

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breaking news

MIC cuts insurance rates on J-cars

NEW YORK.—Motors Insurance Corp., the General Motors insurance affiliate, is offering premium reductions on GM's new J-cars. The reductions range up to 17 percent on collision coverage and up to 28 percent on comprehensive, fire and theft. MIC said its studies indicate that damageability and repairability features of the J-cars will result in lower repair costs and that improvements in anti-theft characteristics will reduce theft exposure and expense.

L-M cash incentive includes LN7

DETROIT.—Lincoln-Mercury is running a June 10-July 20 incentive for salesmen whereby they receive $150 for selling any combination of three of four cars—LN7, Capri, Cougar or XR-7. A new demo allowance also knocks $350 or $400 off special value packages for LN7, but units must be put in service by Sept. 30 and kept there 90 days. If sold, a replacement may be ordered and put in service to balance out the 90 days on the original unit.

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Bill just missed last time around

Voluntary tire recall returns to Congress

WASHINGTON.—A bill coupling voluntary tire registration by independent dealers and allowing advertising of tire recalls has taken its first step in the 97th Congress.

It is virtually identical to a measure that came within a hair's breadth of passage during the 96th Congress when it had the misfortune to be included in an authorization measure with a controversial air-bag mandate and a change in bumper standards.

Although the tire bill is the same, there are now important differences: NHTSA support for voluntary tire registration and the desire by tire members of the Rubber Manufacturers Assn. for some change in the public notice provisions.

Voluntary tire registration is being pushed by the National Tire Dealers and Retreaders Assn. Last time, it was introduced by Kentucky Senator Wendell Ford, whose bill easily passed in the Senate.

Then it was coupled with a tire recall advertising bill introduced by Rep. Matthew Rinaldo, of New Jersey.

In the House, it was again passed by a majority, but this was not good enough since it had been brought up under suspension of the rules and needed a two-thirds majority.

As part of a compromise with the air-bag and bumper changes and authorizing funds for NHTSA, the tire measures again went through the Senate but never became final because the House failed to approve.

• This time, the backers of the tire provisions want—and have — an understanding that the Rinaldo bill, which now includes both registration and public notice, will not get tacked on to any other bill. NTDRA Executive Director Philip Friedlander devoutly wishes for quick, clean action with no floor amendments and no conference needed.

In the Senate, a virtually identical bill has been introduced by Alabama Democratic Sen. Howell Heflin.

Testimony before a House subcommittee headed by Colorado Rep. Tim Wirth revealed wide support for the Rinaldo bill and only limited opposition —from Clarence Ditlow III, director of the Center for Auto Safety.

But RMA vice president Thomas E. Cole, in a statement filed for the record, did ask for changes to protect tire makers from the burden of recall for tires for which they had no registration and to have the secretary reach agreement with the tire manufacturer before advertising of the recall.

NTDRA is concerned lest these RMA-backed changes endanger passage of their voluntary registration provisions.

Friedlander said his association believes tire registration will double or triple in a very short time and is ready to start a nationwide educational effort for its members.

NTDRA has already printed a wall chart and it plans to urge its members to be sure servicemen write the registration number on the card while the car is on the rack.

• NTDRA is being joined in its support of the Rinaldo bill by the American Automobile Assn., the American Farm Bureau Federation, the National Assn. of Farmer Cooperatives, the American Retail Federation, the National Grange, the National Rural Letter Carriers Assn., the Society of Independent Gasoline Marketers of North America and the Service Station Dealers Assn. of America.

The Center for Auto Safety, pointing out that tires are cited as causative in more than 1,300 fatal vehicle accidents every year, opposed voluntary registration. Ditlow argued that independent dealers would lose more in the long run by an increase in product liability suits that could be avoided by effective recalls.

Advertising chief receives doctorate

Ross Roy, left, founder and chairman of Ross Roy, Inc. (advertising), Detroit, receives a Doctor of Business Administration degree at Hillsdale (Mich.) College's 1981 commencement. The degree was presented by Dean John B. Muller, right, following an introduction by George C. Roche III, center, president of the college. Founded in 1926, Ross Roy, Inc., is today one of the top 26 ad agencies in the world, with annual billings in excess of $191 million.

Datsun offers diesel version of top-of-the-line Maxima

By Bob Hall
Los Angeles Staff Writer

LOS ANGELES. — It was inevitable, but one of Japan's "Big Two" has begun marketing a diesel passenger car in the U. S. Datsun has added a 2.8-liter diesel version of its most expensive sedan-wagon series, the 810 Maxima.

The price of each model is $11,729, which is $850 more than the gasoline cars, which retail at $10,879.

The 810 diesel uses a 2,793-cc (170.4-CID) diesel engine that is based on the Datsun ZX's OHC inline six of similar displacement.

Maximum power of the converted gasoline engine is 80 HP at 4,600 RPM, and peak torque of 120 pounds-feet is developed at 2,400 RPM. This compares with the 120 HP and 134 pounds-feet for the gasoline-fueled 810's 2,400-cc engine.

The diesel is offered only with automatic transmission, but unlike the gasoline 810's standard automatic, the transmission fitted to the diesel has a top-gear lock-up feature.

Gear ratios have been selected to work more efficiently with the diesel's torque characteristics, and the final drive has been reduced from 3.545:1 to 3.364:1, both moves made in the interests of extracting maximum economy from Herr Doktor Diesel's already frugal powerplant.

For the balance of the 1981 model year, Datsun plans to sell about 1,000 diesel Maximas per month in addition to the 3,000 monthly sales of the gasoline Maxima.

The diesel will be offered only in a 49-state model, with California versions becoming available in the 1982 model year.

Datsun officials said they believe that the dieselized Maxima may make up about 50 percent of 810 sales as the car becomes more readily available in 1982.

EPA fuel-economy figures on the diesel 810 Maxima are 28 MPG city/35 MPG highway. Equivalent EPA numbers for the 2.4-liter gas-inline-engine 810 are 22 MPG city/27 MPG highway.

80 U. S. dealers handle Comuta-Car electric auto

SEBRING, Fla. — Commuter Vehicles, Inc., manufacturer of the Comuta-Car electric auto, said it now has 80 authorized dealers in the U. S.

The company said it is exporting to six foreign countries — Ireland, Holland, Canada, Chile, Peru and Costa Rica. Negotiations are also under way for exports to Spain, the firm said.

Imports' share slips

Registrations increase in March

By Jenny L. King
Staff Writer

Total U. S. new-car registrations were up in March, buoyed by increases in both domestic and import numbers, according to figures compiled by R. L. Polk & Co.

The March total rose dramatically from February this year and from March of 1981. New-car registrations added to 848,967, 25.76 percent ahead of the preceding month's 675,045, and up 6.02 percent over the 800,780 recorded a year earlier.

Table on Page 48.

Of the March total, 225,733 were imports, an increase of 2.74 percent over 219,720 for March, 1980. Their share of the total market slipped, however, as domestic new-car registrations climbed. Imports accounted for

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NEW-CAR MARKET SHARES IN U. S.

	MARCH					YEAR TO DATE				
	Regis., March, 1981	Percent Share of Market	Regis., March, 1980	Percent Share of Market	Pct. Pt. Change '81 vs. '80	Regis., 3 mos., 1981	Percent Share of Market	Regis., 3 mos., 1980	Percent Share of Market	Pct. Pt. Change '81 vs. '80
Chevrolet	165,613	19.51	161,253	20.14	— 0.63	397,258	18.39	462,900	20.52	— 2.13
Ford	101,756	11.99	106,440	13.29	— 1.30	260,477	12.06	281,362	12.48	— 0.42
Oldsmobile	81,330	9.58	68,726	8.58	+ 1.00	200,358	9.27	193,405	8.58	+ 0.69
Buick	74,194	8.74	58,509	7.31	+ 1.43	179,357	8.30	167,954	7.45	+ 0.85
Pontiac	53,374	6.28	54,088	6.76	— 0.48	136,286	6.31	155,035	6.87	— 0.56
Plymouth	36,533	4.30	22,261	2.78	+ 1.52	88,843	4.11	59,634	2.65	+ 1.46
Mercury	32,780	3.86	33,372	4.17	— 0.31	85,537	3.96	91,087	4.04	— 0.08
Dodge	31,251	3.68	23,161	2.89	+ 0.79	80,949	3.75	63,179	2.80	+ 0.95
Cadillac	17,637	2.08	18,060	2.25	— 0.17	50,061	2.32	60,318	2.68	— 0.36
AMC	12,312	1.45	14,974	1.87	— 0.42	36,201	1.67	41,546	1.84	— 0.17
Chrysler	10,133	1.20	13,857	1.73	— 0.53	29,392	1.36	37,482	1.66	— 0.30
Lincoln	6,115	0.72	6,085	0.76	— 0.04	15,160	0.70	21,475	0.95	— 0.25
GENERAL MOTORS	392,148	46.19	360,636	45.04	+ 1.15	963,320	44.59	1,039,612	46.10	— 1.51
FORD MOTOR CO.	140,651	16.57	145,897	18.22	— 1.65	361,174	16.72	393,924	17.47	— 0.75
CHRYSLER CORP.	77,917	9.18	59,279	7.40	+ 1.78	199,184	9.22	160,295	7.11	+ 2.11
AMERICAN MOTORS	12,312	1.45	14,974	1.87	— 0.42	36,201	1.36	41,546	1.84	— 0.17
IMPORTS	225,733	26.59	219,720	27.44	— 0.85	600,050	27.77	619,144	27.45	+ 0.32
MISCELLANEOUS	206	0.02	274	0.33	— 0.01	570	0.03	784	0.03	.....
TOTAL	848,967	100.00	800,780	100.00	.....	2,160,499	100.00	2,255,305	100.00	.....

Automotive News analysis of new-car registrations based on R. L. Polk statistical report. Registrations not available for Oklahoma.

Lotus, Toyota sign pact for long-term cooperation

NORWICH, England. — Lotus, the specialist sports car manufacturer, has reached agreement with Toyota of Japan for "future close cooperation and the supply of certain components."

A joint statement issued here and in Japan speaks of "a desire to cooperate on a long-term basis in engineering, manufacturing and other areas where practical."

Details have yet to be finalized, but Mike Kimberley, Lotus Cars managing director, admits that his company has looked at 1.6-liter and 2-liter Toyota twin-overhead-cam shaft engines and gearboxes.

Almost certainly, Toyota will supply these for the "slightly less expensive" new sports car Lotus has planned for 1984 or 1985. This coupe or convertible would have an annual volume of 3,000 to 5,000 units.

Such production levels would take Lotus back to those of the old Elan days in the early '70s.

Last year, Lotus made only 360 versions of its more expensive Elite, Eclat and Esprit models, compared with 1,050 the previous year and 1,200 in 1978.

Kimberley says, "We approached Toyota and other manufacturers about 12 months ago. I have been going backwards and forwards since then working on the details and so has the chairman."

There is to be no financial link between the companies. At present, the deal does not involve Toyota selling Lotus cars, though it must remain a long-term possibility. The two model ranges are complementary.

By buying fully certified components, Lotus will be a long way toward meeting type approval requirements in Japan and the U. S.

"It depends what the U. S. thinks of the car," says Kimberley.

The British company has been trying to establish a Porsche-type reputation as a design and development house for the motor industry. Its work for DeLorean is all but finished and there is a possibility that Toyota is interested in Lotus engine technology and advanced plastics techniques.

Lotus is known to have another additional model in the development stage, a luxury car powered by a V-8 engine.

Toyota tops in Japan in corporate profits

TOKYO. — Toyota Motor Co. was the largest corporate profit earner in Japan in 1980, according to a survey by Nikkei Business quoted in the Japan Economic Journal.

Other automotive firms ranked as follows: Nissan Motors, 4th; Toyota Motor Sales, 10th; Mitsubishi, 21st; Honda, 22nd, and Toyo Kogyo, 46th.

REGISTRATIONS OVERSEAS

HOLLAND

Cars

	3 mos., 1981	3 mos., 1980
Alfa Romeo	1,399	1,663
BL	1,848	3,025
BMW	3,725	4,452
Daihatsu	718	708
Datsun	6,840	6,428
Fiat Auto	5,619	6,438
Ford	11,879	17,078
General Motors	19,454	26,820
Honda	7,180	8,635
Hyundai	826	432
Lada	1,371	1,860
Mazda	6,911	5,594
Mercedes-Benz	2,839	3,584
Mitsubishi	7,872	5,971
Peugeot SA	16,525	21,596
Renault	10,904	15,890
Saab	1,072	990
Subaru	425	202
Suzuki	645	69
Toyota	7,014	8,556
VAG	12,960	14,117
Volvo	5,066	7,072
Others	380	747
Total	133,396	161,561

UNITED KINGDOM

Cars

	4 mos., 1981	4 mos., 1980
Alfa Romeo	2,072	3,831
BL	112,234	115,949
BMW	6,496	5,057
Colt	4,866	3,718
Datsun	36,167	29,914
Fiat Auto	21,110	18,479
Ford	171,242	197,537
General Motors	47,972	59,408
Honda	5,921	9,834
Lada	4,515	5,212
Lotus	87	154
Mazda	6,730	4,148
Mercedes-Benz	4,181	3,679
Peugeot SA	44,751	60,357
Reliant	163	245
Renault	27,354	36,674
Rolls-Royce	557	649
Saab	3,590	2,854
Skoda	2,212	2,896
Subaru	1,031	843
Toyota	6,931	12,472
VAG	27,582	24,297
Volvo	15,068	15,888
Others	3,712	3,301
Total	556,544	617,396

Trucks, buses

BL	14,812	21,700
Daf	428	788
Daihatsu	940	816
Datsun	2,316	2,615
ERF	432	1,049
Fiat Auto	1,114	659
Foden	236	504
Ford	22,006	35,738
General Motors	11,620	15,026
Hestair-Dennis	174	161
Honda	1,141	1,251
IVECO	521	1,183
MAN-VW	1,675	2,369
Mazda	1,527	622
Mercedes-Benz	1,807	2,139
Peugeot SA	5,213	7,122
Renault	621	835
Scania	292	485
Seddon-Atkinson	590	1,392
Subaru	536	329
Toyota	1,654	1,971
VAG	1,676	2,687
Volvo	933	1,564
Others	2,285	1,593
Total	74,549	104,599
Total vehicles	631,093	721,995

SWEDEN

Cars

	4 mos., 1981	4 mos., 1980
Alfa Romeo	199	152
BMW	899	887
Daihatsu	322	220
Datsun	1,701	1,896
Fiat Auto	1,291	2,123
Ford	7,383	5,797
General Motors	5,872	7,246
Honda	1,257	1,634
Lada	1,044	903
Mazda	3,089	2,357
Mercedes-Benz	1,727	2,141
Mitsubishi	779	.....
Peugeot SA	2,327	3,263
Renault	1,047	1,788
Saab	8,633	9,122
Toyota	1,703	2,963
VAG	7,039	8,331
Volvo	17,872	20,099
Others	158	253
Total	64,342	71,175

PRODUCTION OVERSEAS

ARGENTINA

Cars

	12 mos., 1980	12 mos., 1979
Citroen	.....	8,909
Ford	71,555	54,895
Renault	58,126	40,960
Sevel	65,665	62,993
Volkswagen	27,771	27,326
Total	223,117	195,083

Trucks, buses

Citroen	.....	1,588
Deutz	119	147
Fiat Concord	753	1,726
Ford	41,037	31,425
IME	2,041	8,898
Mercedes-Benz	9,797	8,752
Renault	178	261
Scania	788	623
Volkswagen	3,839	4,714
Total	58,552	58,134
Total vehicles	281,669	253,217

FRANCE

Cars

	3 mos., 1981	3 mos., 1980
Peugeot SA	323,506	448,645
Citroen	134,877	177,933
Peugeot	136,176	181,581
Talbot	52,453	89,131
Renault	370,098	425,823
Total	693,604	874,468

Trucks, buses

C.B.M.	17	29
Peugeot SA	47,994	58,793
Citroen	12,354	13,812
Peugeot	32,412	36,649
Talbot	3,228	8,332
Renault	61,407	55,914
Sovam	35	39
Unic	3,361	5,408
Total	112,814	120,183
Total vehicles	806,418	994,651

Government switches plans

France's 1980 experimental economy cars, Renault Eve and Peugeot Vera, soon will be superseded by new government-sponsored projects.

The Vera has been handed over to the Agency for Energy Savings for testing and evaluation, while Eve is still in Renault's hands, having failed to meet its goals.

Work is already in progress on new cars, targeted for average fuel consumption not exceeding 3 liters per 100 km (78.33 MPG). Known as Peugot Vesta and Renault Eco-2000, they are due for completion in 1985.

The government hopes this work will lead to production by 1990 of a new generation of small super-economical production cars.

The plan, as approved by former industry minister Andre Giraud, committed the government to spend one billion Francs (approximately $180 million) toward this end.

DAF production down

DAF Trucks of Eindhoven, Holland, built 13,554 vehicles in 1980, compared with 15,544 the previous year.

Profits went up, but management wants to keep the surplus in a reserve fund and again omit paying a dividend to stockholders.

Designs on prototype business

Englishman challenges Italians

By Jan P. Norbye
Staff Correspondent

Car companies all over the world have a habit of going to Italy for styling prototypes. There are good reasons for this.

But a young Englishman, John W. Shute, figured there is no reason why an establishment providing the full services of an Ital Design, Bertone or Pininfarina could not prosper in the United Kingdom.

Five years ago he started a company called International Automotive Design (IAD) at Worthing in Sussex. Today his clients include Karmann, Audi-NSU, Daf, Lotus, Ford, Volvo, Saab, BMW and International Harvester.

IAD also has designed and supplied body assembly jigs to DeLorean Motor Co.

IAD goes beyond Italian houses in scope of services, and even undertakes chassis design. Shute has built a staff of 180 specialists who tackle a car project at concept and, assuming existing powertrain components are used, bring it to production prototype.

A special section works on production tooling for metal and plastic bodies, including jigs, fixtures, dies, molds and press tools.

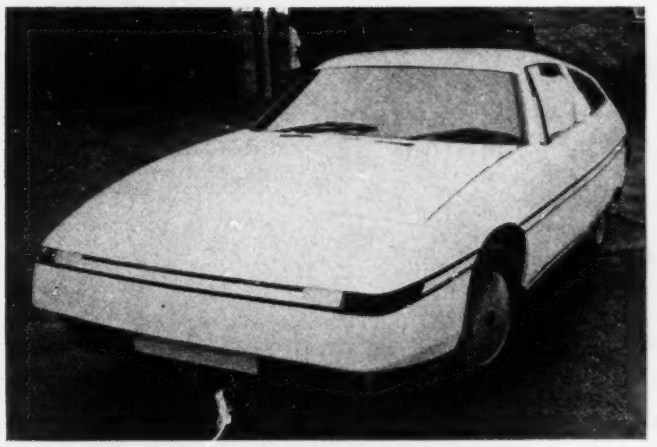
The styling department is small, with two designers and 13 sculptor-molders working under direction of Eddie Peppall, formerly chief interior designer at British Leyland.

IAD has come up with a showcase vehicle called TRX. The two-plus-two T-roof coupe, built on the Triumph TR-7 chassis, was exhibited at the Motor Show in Birmingham last October and reappeared in May at SITEV in Geneva, the international exhibition for auto suppliers.

• From its styling, Italians may conclude they have little to fear from IAD. The TR-7's 85-inch wheelbase does not allow proper proportioning, and overall design betrays influences from Citroen and Porsche.

Nor is it the ultimate in aerodynamics, with a drag coefficient of 0.371, despite careful attention to detail such as flush-fitting window glass, wheel covers and headlamps, plus an air-dam-type front spoiler.

Its major interest, however, lies in materials. Body structure, panels, fittings and accessories were developed in collaboration with General Electric Plastics.



TRX by International Automotive Design

The two-plus-two coupe is a study in materials applications, using the latest technology available from General Electric Plastics.

Most exterior body panels are made of CL 100, a polycarbonate thermoplastic with good dimensional stability and good impact resistance over a wide temperature range. The front fender, a CL 100 injection-molding, weighs only 3.62 pounds.

• Doors are comprised of inner and outer panels with a combined weight of 7 pounds. A complete door, including glass and window mechanism, weighs 28.7 pounds; with a steel outer panel, it would be more than 8 pounds heavier.

The integral front spoiler and bumper are entirely CL 100, and weigh 8 pounds. The simple rear bumper, also CL 100, weighs 3 pounds. Total savings per car, compared with the standard TR-7 (which has plastic bumpers), is about 21 pounds.

The rear hatch is made entirely of Lexan, which may be painted to match the body color. It is a large single piece, including the whole roof behind the B-post and the upper portion of the tail panel, yet weighs only 11 pounds. A hatch of steel-and-glass construction would weigh 22 pounds more.

The TRX has a custom interior, using the standard instrument cluster with a special center console. To make room for the rear seat, the fuel tank and spare wheel are relocated further back, outside the wheelbase.

• The TR-7 underbody structure is retained, with the same cowl and windshield-base positioning. Even the rectangular headlights are mounted on the same hinge points as the standard Triumph body. Overall length is 157.5 inches, width 65 inches, height 47.2 inches.

Shute, 41, got his engineering degree after six years of night-school studies at Brighton Technical College, while holding a full-time job as an apprentice with British Railways.

He worked in the body design office of Vauxhall Motors from 1961 to 1966, then briefly joined Chrysler-Australia.

After 2½ years on the staff of Leyland-Australia, he became an independant consultant, working exclusively at first with Leyland, and later adding Chrysler, Ford and International Harvester as clients.

In 1972, he went back to England on the strength of consultation agreements with Volvo and Porsche, and four years later was able to formally incorporate the business.

Jogging in any language

Capitalizing on the popularity of exercise running in France, Renault will adopt the name Jogging for a special series of 5,000 R4 recreational vehicles sold in French and Benelux markets.

General Motors buys 45 percent of Taiwan firm

General Motors will have a 45 percent holding in Hua Tung Automotive Corp., a new joint venture to produce trucks, buses and diesel engines in Taiwan.

Local interests have subscribed for the rest of the $120 million capital investment. Taiwan Machinery Mfg. Corp. will have 34 percent, Central Investment Holding Corp. 15 percent, Bank of Communications 5 percent, and China Steel Corp. 1 percent.

Using parts shipped from the U. S., assembly operations could begin as early as September, 1981, at an initial rate of 3,000 vehicles a year.

On completion of a new plant at the end of 1982, Hua Tung will have capacity for 10,000 vehicles a year. A manufacturing plant for diesel engines has a planned annual capacity of 15,000 units.

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Freightliner's new bumper option

A new aluminum bumper clad with stainless steel now is available on Freightliner trucks. The firm said it has the weight of aluminum, the look of chrome-plated steel and durability that surpasses them both. It said the stainless-clad aluminum, made by the Metallurgical Materials Division, Texas Instruments, Inc., weighs 45 pounds less than a chrome-plated steel bumper.

IH, Snyder team up in high-tech engine line

By Jack Walsh
Truck Editor

DETROIT. — Snyder Corp. and International Harvester have gotten together again to design and build what the latter calls a "state of the art" engine-block machining line which will be installed in a new diesel-production facility in Spain.

It is the second machining system to be designed and built by the Detroit machine-tool manufacturer for Harvester. The first, in operation at the Melrose Park (Ill.) plant, was produced about 12 years ago for a new IH engine line—the 400 Series.

The new line, which will machine blocks for the DT-466 mid-range diesel, is 925 feet in length, almost triple that in use in Melrose Park, and has a capacity of 25 finished blocks an hour, compared with 15 for the original.

"In setting up the new line, we reviewed 12 years of downtime experience," said Vincent J. Spedale, general manager, Harvester's Engine Division, at a preview of the new line in the Snyder plant.

"We kept what was right and fixed what was wrong," he explained. "We wanted to set a new standard for our DT-466 blocks, and that's what Snyder has done for us with this machine."

• Emphasizing that the new system will allow Harvester and its partners to produce a diesel second to none in quality, Spedale called the block the backbone of any engine.

"Building the block right is the key to producing a first-class engine," he said. "If the block is wrong, nothing can be done to make up for it."

He added that the line incorporates these quality features: Accumulators between machine sections, idle stations for easy removal of a block when neces-

Continued on Page 25, Col. 3

Scale model of engine-block line

Richard Davidson, center, manager of the International Harvester Engine Division plant to be built in Spain to produce diesels in partnership with ENASA, Spanish vehicle maker, points out details of the Snyder Corp. block-assembly line on a scale model of the new line to Robert Johannessen, left, plant engineering manager, and Bill Murray, division mechanical engineering manager.

truck industry news

Only heavies lag as total rises for second month in row

Truck sales increase again in May

For the second consecutive month, retail sales of new trucks of all types in the U. S. have exceeded those in the same month a year ago. Preliminary figures for May show 199,063 sales, up 1.2 percent over last year's 196,758 units.

The industry total for the first five months of 1981, however, was still slightly below the year-ago count. Through May, 977,797 new trucks had been retailed in the U. S., down 3.1 percent from last year's 1,008,761 units.

In the first two months of the second quarter, franchised dealers and factory outlets have retailed 410,599 trucks, an increase of 2.7 percent over the year-earlier 399,727. First-quarter sales were down 20.1 percent, from 709,934 in 1980 to 566,452.

Table on Page 38.

Sales in May were higher than a year ago in two of the three market segments, the light and the medium trucks.

The light-truck total for the month, including the non-captive imports, was 180,857, an increase of 2.2 percent over last year's 176,923. The non-captive count was up 7.4 percent, from 20,524 units in 1980 to 22,037.

Medium-truck sales in May totaled 6,282 units, a gain of 6.1 percent over the year-ago 5,920.

• Heavy-truck sales continue to reflect the slowdown in the general economy. May sales were down 14.3 percent from a year ago, 11,924 units versus 13,915.

While sales of light trucks as a whole were up again in May, the number of compact-pickup deliveries continues to decline.

The May total was 38,497, a drop of 2 percent from last year's 39,300 units. The five-month count was down 9.7 percent, from 231,083 units a year ago to 208,773.

Toyota, Mazda and Volkswagen were the only compacts to register gains during the month. Sales were down for the Datsun, Ford Courier, Chevrolet LUV, Dodge Ram 50 and Plymouth Arrow pickups.

The Motor Vehicle Manufacturers Assn., in a preliminary report, said dealers franchised by U. S. producers and factory outlets retailed 177,026 units in May, up about a half of one percent over last year's 176,234.

The five-month total of 867,-

Continued on Page 38, Col. 3

Truck calendar

Aug. 11-16—27th annual Midwest Mobile/Modular & RV Show, University of Notre Dame, South Bend.

Sept. 24-26—34th annual convention and exposition, Truck Body & Equipment Assn., Detroit Plaza Hotel and Cobo Hall, Detroit.

Sept. 24 - 26 — First World Truck Symposium & Expo, Cobo Hall, Detroit.

Oct. 18-21 — American Trucking Assns. annual convention, Washington Hilton, Washington.

Nov. 9 - 12 — SAE National Truck Meeting, Hyatt Regency Hotel, Dearborn.

Dec. 1-4 — 19th annual show, Recreation Vehicle Industry Assn., Kentucky Fair & Exposition Center, Louisville.

1982

Feb. 21-24—Truck Renting & Leasing Assn., fourth annual convention, Canyon Hotel, Palm Springs, Calif.

March 10-13 — National Truck Equipment Assn., 18th annual convention, Louisiana Superdome, New Orleans.

March 24-26 — International

Continued on Page 24, Col. 2

truck watch

By JACK WALSH

Has Volvo foiled D-B plan?

Volvo may have thrown a wrench into the acquisition plans of Daimler-Benz, which is putting the final touches on its agreement with Consolidated Freightways, Inc., for the purchase of Freightliner Corp., a CF subsidiary.

The West German car-and-truck builder had been talking with both CF and White Motor Corp. about purchase possibilities before reaching an agreement in principle on the Freightliner bid.

Once the CF agreement was reached, Daimler-Benz interrupted, but did not break off, talks with White, and devoted its efforts to working out a definite arrangement for the Freightliner takeover.

Subsequently, Volvo of Sweden — faced with the possible loss of its U. S. truck-distribution (Freightliner) outlets if Daimler-Benz completed a deal with CF — opened negotiations with White and eventually an agreement in principle was reached.

Bill Panny, former Bendix Corp. president and a veteran in the truck and truck-component-manufacturing industry, was a consultant to Daimler-Benz in working out the preliminary details with CF.

• Under the "game plan," according to Panny, Daimler-Benz was to acquire both Freightliner and White, whose combined new-truck registrations in 1980 accounted for about 16 percent of the Class 8 total.

The Freightliner/White share was equal to that of PACCAR (Kenworth/Peterbilt), and was exceeded only by No. 1 International with 19 percent, Mack with 18.5 percent and General Motors (GMC/Chevrolet) with 16.4 percent.

At this point, apparently, the Daimler-Benz/Freightliner deal hinges only on approval by the federal government.

White and Volvo still have not

Continued on Page 24, Col. 1

Stahl announces 3-year warranty on truck bodies

CLEVELAND. — Stahl Division, Scott & Fetzer Co., has announced what it describes as the first three-year warranty ever offered by a manufacturer of service and utility truck bodies.

Robert J. Lytle, Stahl president, said the warranty will cover all bodies constructed of Jalvanneal alloyed zinc-coated steel. Locks and other components of the bodies also are covered.

"The unique qualities of Jalvanneal steel permitted us to extend our warranty an additional 2½ years beyond what other truck-body manufacturers offer," Lytle said. "By giving customers a warranty six times

Continued on Page 25, Col. 5

'Paul Bunyan' hoists hefty load

Capable of lifting up to a 2,000-pound load, the "Paul Bunyan" fork-lift attachment mounts onto the frame of standard snowplow equipment for 4x4s, pickup trucks and larger GVW trucks. Creative Magnetic Products, Inc., Farmington Hills, Mich., the manufacturer, said the unit is designed to convert seasonal equipment to year-round use.

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Only heavies lag as total rises for second month in row

Truck sales increase again in May

Continued from Page 22

from the 992,768 units retailed in the comparable period in 1980.

The number of unsold new trucks in retailers' hand going into June was down significantly from a year ago, with substantial declines in all three market segments.

On June 1, there were 568,794 units of all types in inventory, down 21.9 percent from the year-earlier 727,877.

The light-truck total was down 21 percent, from 637,789 units a year ago to 503,937. The medium-truck total was 23,429, a drop of 25.6 percent below last year's 31,508, and the heavies were off 29.7 percent to 41,392 units, compared with 58,580 in 1980.

• Big Three truck sales in May were down about 700 units from the same month a year ago, but the five-month total was 13.7 percent lower than last year.

Dealers retailed 158,054 units during the month, compared with 158,796 in 1980. The total through May was 770,193, as against 892,313 a year ago.

Ford regained sales leadership by outselling Chevrolet by a slim margin in May. Its dealers sold 64,194 units, compared with 63,536 by Chevrolet outlets. Ford's five-month total of 305,117 was about 500 units higher than Chevrolet's 304,620.

Ford sales in May were up 5.3 percent from the year-earlier 60,943. The count included 5,045 Couriers, compared with 5,505 in 1980. The five-month total was off 11.7 percent from last year's 345,705. Through May, the Courier count was 29,219, almost 16 percent lower than the year-ago 34,533.

Chevrolet's May sales also were slightly higher than last year. The total was 1.4 percent higher than the 62,675 units sold in 1980. During the month, dealers retailed 6,085 LUVs, compared with 6,288 a year ago.

• Through May, the Chevrolet total was off 12 percent from last year's 346,086 units. Dealers sold 35,276 LUVs in the five-month period, a decline of 15.5 percent from the year-earlier 41,742.

Sales by Dodge and Chrysler-Plymouth dealers were down for both the month and the five-month period. In May, 16,541 units were retailed, off 19 percent from the year-ago 20,419. The five-month total of 83,663 was 27.9 percent lower than last year's 116,072.

During the month, sales of the Dodge Ram 50 and Plymouth Arrow pickups totaled 1,579 and 543 units respectively, compared with 3,257 and 1,407 a year ago. Ram 50 sales through May were down from 19,119 last year to 13,719, while Arrow dropped from 9,096 to 4,681.

GMC dealers retailed 13,783 units during the month, down 6.6 percent from last year's 14,759. The five-month total declined from 84,450 units in 1980 to 76,793, a dip of 9.1 percent.

For the second straight month, sales of Jeep four-wheel-drive vehicles exceeded the year-earlier count. In May, dealers retailed 6,104 units, an increase of 18 percent over last year's 5,174. The five-month total was off 29.2 percent, however, from 34,668 units in 1980 to 24,548.

Mercedes-Benz reported a 3.7 percent increase in May sales, from 301 units a year ago to 312. The five-month total was down only six units from last year, from 1,547 to 1,541 units.

May sales of Toyota and Mazda compacts were up significantly, while the Datsun total was down from a year ago. Only Mazda reported an increase over 1980 in calendar-year sales.

Toyota dealers sold 11,972 trucks during the month, an increase of 16.4 percent over the year-ago 10,284. The five-month total was down 12.2 percent, from 61,445 units to 53,947.

Mazda sales in May were more than double the year-ago count. Dealers retailed 1,355 units, a gain of 125 percent over last year's 602. The five-month total of 6,118 units was 57.7 percent over last year's 3,879.

During the month, Datsun dealers sold 8,710 trucks, a decline of 9.6 percent from the 9,638 retailed in the same month in 1980. Through May, the total was 50,504 units, only 165 units fewer than last year's 50,669.

Big Three May, year-to-date truck sales

	May 1981	May 1980	Year to date 1981	Year to date 1980
Ford				
Vans	9,918	9,299	42,422	47,908
Club Wagon	2,469	2,055	11,084	11,481
Courier	5,045	5,505	29,219	34,533
Bronco	2,635	2,707	14,115	15,603
Conventional Pickups	40,027	35,187	187,524	206,300
Mediums	3,322	4,998	17,104	23,215
Heavies	778	1,192	3,649	6,657
Chevrolet				
Vans	8,083	7,465	37,454	43,188
Sportvan	1,250	1,461	6,218	8,451
LUV	6,085	6,288	35,276	41,742
El Camino	3,124	3,125	14,853	18,388
Blazer	1,758	2,729	9,316	12,430
Suburban	1,820	1,329	9,197	9,989
Conventional Pickups	39,176	38,297	181,943	197,175
Mediums	2,206	1,811	10,311	13,607
Heavies	34	170	52	1,116
Chrysler				
Vans	4,596	5,419	20,233	31,631
Voyager	461	547	2,255	3,117
Ram Wagon	2,103	2,221	8,554	9,795
Arrow	543	1,407	4,681	9,096
Ram D-50	1,579	3,257	13,719	19,119
Trail Duster	126	200	861	1,877
Ramcharger	329	415	2,454	4,091
Conventional Pickups	6,804	6,953	30,906	37,346
GMC				
Vans	1,888	1,886	9,554	10,886
Caballero	354	331	2,027	1,926
Jimmy	329	441	2,015	2,457
Suburban	299	369	2,065	1,958
Conventional Pickups	8,074	8,368	44,553	44,482
P models	367	395	1,553	1,844
Mediums	1,514	1,553	9,095	11,875
Heavies	958	1,416	5,931	9,022

20-year Volvo dealer

Alaska-based Volvo dealer Coy Hill, right, Autc Service Co., Inc., Fairbanks, receives his 20-year anniversary plaque plus an engraved block of Swedish crystal from Fred Kuble, Volvo regional sales manager.

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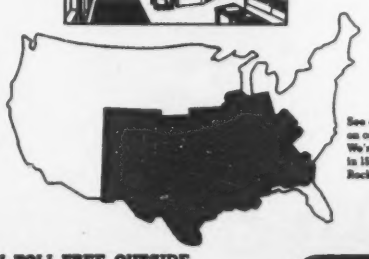

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For More Information
See Page 14

U. S. studying options on Standard 208

Belt/bag decision to impact many

WASHINGTON. — The auto industry, its manufacturing processes, motorists, makers of restraint systems, steel, plastic, fuel production, water and air quality and the production of toxic and hazardous materials will all be affected in some way by the coming decision on what to do about the passive restraint standard (208).

A draft environmental impact statement done by the Transportation Department and EPA shows that rescinding the standard entirely — meaning that about 11 million cars a year would have virtually no airbags or automatic belts—would have the least net safety benefits although it would have the greatest reduction in the use of steel, plastic, and energy consumption. This is the third alternative under consideration now by NHTSA.

The first alternative—a three-year phase-in starting with 1983 models and with small cars first, then mid-size and finally large cars — would mean that almost five million small cars would have automatic restraints before the 1984 model year.

Even though this would mean fewer automatic restraints than the current standard — which now has large and mid-size cars coming under the standard for 1983 models — "any loss in net safety benefits would be offset by the greater savings that would accrue from the higher risk small car."

It would also result in a decrease in the use of steel, plastic and energy consumption.

• The second alternative—mandating passive restraints for all cars as of March 1, 1983—would decrease the total number of cars with automatic restraints by about one million in the 1983 model year.

But it would increase the number of small '83 models with automatic protection by about 2.5 million. Since small cars present the greatest risk in crashes, "this would more than offset any loss of safety benefits resulting from fewer automatic restraint-equipped cars."

This alternative would also reduce the use of steel, plastics, and fuel over the current standard, but not as much as the first alternative.

This draft statement was finished about May 8. It assumes that air bags will be used in 50,000 to 100,000 cars. No companies will be installing air-bag systems in '82 models, but if the mandate is retained, there may be air bags in future Mercedes-Benz cars sold in the U. S. The assumption then is that other makers of luxury cars may follow suit.

M-B sells between 50,000 and 60,000 cars in the U. S. annually. Volvo had once planned for some 4,000 and BMW also has had plans on the books. GM and Ford have dropped plans for air bags even in their top-of-the-line cars.

The figure of 10 pounds of extra weight is used for auto-

Continued on Page 40, Col. 1

Where Auto Market Was In May

	Total Sales	Pct. of Total
SUBCOMPACT	126,201	17.20
COMPACT	139,718	19.04
INTERMEDIATE	147,210	20.06
STANDARD	75,716	10.32
LUXURY	35,176	4.80
IMPORT	209,742	28.58
TOTAL	733,763	100.00

GM awards go to Chicago U. and Columbia

DETROIT.—Winners of General Motors' annual Intercollegiate Business Understanding Competition were Columbia University in the undergraduate section and the University of Chicago in the graduate section.

GM said the 1981 program "assessed the responsibilities of business and government to contribute to a dynamic society and summoned — from future government people — recommendations for promoting a better relationship between the two."

Teams consisting of students from government/political science schools participated in the competition. There were nine universities in the undergraduate sector and four in the graduate sector.

As undergraduate winner, Columbia received $7,000, a plaque and letters of commendation for each team member. Vanderbilt University was second, winning $5,000, and Brown University received honorable mention and $2,500. Both received plaques and certificates. The money is for use in the schools' educational programs.

University of Chicago received $10,000 as graduate winner, and Massachusetts Institute of Technology earned $7,000 for second place. Both received plaques and letters of commendation for team members.

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DOT, EPA issue draft statement

U.S. looks at options on passive restraints

Continued from Page 39

matic belts, although some estimates have been as high as 40 pounds. The higher gasoline consumption comes from the 10-pound figure as well as from the projected use of steel and plastics.

Rescinding the entire standard would probably eliminate all air bags — hence any sodium azide or other pyrochemical.

The loss of safety benefits for rescinding the standard takes into account a projected rate of usage for automatic belts that ranges from 15 to 60 percent. This has been equated to a range of 750 to 7,500 lives saved and about 20,000 to 100,000 serious injuries prevented for the current standard if it goes into effect or the obverse with recission of the standard.

In other words, the first alternative would reduce the number of vehicles with automatic restraints by 1,950,000 on a one-time basis and the third alternative would reduce the number of those vehicles by 11 million annually.

The second alternative — across the board with passive restraints by '84½ model year— would reduce the number by 940,000.

EPA says that any of the three proposals would show an unqualified decrease in water pollution (because of the decreased production and transportation of steel and other energy absorbing materials used in automatic restraints) and would reduce the amount of material entering the solid waste stream.

• Any disposal problem for air bags in the first and second alternative would not exist if the standard is rescinded. But based on discussions with manufacturers, "it is anticipated that manufacturers would provide a unique electrical plug or other device in their air-bag-equipped cars to allow recyclers to deploy the air bags as the car enters the scrappage process, from a remote location, so that workers would not be exposed to any danger."

The draft study adds: "It is further anticipated that most auto disposal businesses will adopt procedures for proper handling of these systems as they have for other parts of the disposed vehicles which require special treatment, such as gas tanks and batteries."

It was also found that all three alternatives — decreasing production of steel, plastics and fuel consumption — would also lead to a small, unqualified reduction in air pollution.

Used car sales
Auction Averages

June to date	$4,279
Month ago	$4,351
Year ago	$3,306

Maserati dealer

HUNTINGTON STATION, N. Y. — Huntington Porsche-Audi, Inc., has been appointed a Maserati dealer. Peter Sinn owns the dealership.

Model breakdown
Auction Averages

	JUNE TO DATE	MAY	APRIL
1981	$7,090	$7,326	$8,014
1980	5,915	5,697	5,872
1979	4,914	4,843	4,807
1978	3,434	3,845	3,748
1977	2,873	3,086	2,868
1976	2,236	2,264	2,144
1975	1,628	1,708	1,605
1974	1,328	1,457	1,358
Overall Average	$4,279	$4,326	$4,116

factories list auction dates

American Motors

June 16—D & A Auto Auction, Waltz Mill Rd., New Stanton, Pa.; Ohio Auto Auction, Grove City, O.

June 17—South Seattle Auto Auction, Kent, Wash.

June 17—Kansas City Auto Auction, 1100 Elmwood Ave., Kansas City, Mo.

June 18—Todd Auto Auction, Rte. 309, Telford, Pa.

June 18—Fredericksburg Auto Auction, U.S. 1 Alt., Fredericksburg, Va.

June 19—Floyd Hauhe Auto Auction, 12000 St. Charles Rock Rd., Bridgeton, Mo.

June 23—Aptco Auto Auction, 20911 Gladwin, Taylor, Mich. 48180.

June 24—Dallas Auto Auction, Grand Prairie, Tex.; Sand Mountain Auto Auction, U. S. 431, Boaz, Ala.; Southern Auto Sales, S. Main St., Warehouse Point, Conn.

June 26—Concord Auto Auction, Hosmer St., Acton, Mass.

Other sales may be scheduled pending availability. Please contact C. A. Miller at 1-800-521-4360 for further details.

Chrysler Corp.

June 16—Hatfield Recon Center, Te. 309, Hatfield, Pa.; D-A Auto Auction, Waltz Mill Rd., New Stanton, Pa.; Arena Auto Auction, Inc., Chicago, Ill.

June 23—Aptco Auto Auction, 20911 Gladwin, Taylor, Mich.; Metro Auto Auction of Kansas City, Lee's Summit, Mo.

June 24—St. Pete Auto Auction, St. Petersburg, Fla.

June 25—Clanton's Auto Auction, Darlington, S. C.

Ford Motor Co.

June 16—Aptco Auto Auction, 20911 Gladwin, Taylor, Mich.

June 18—Nashville Auto Auction, 1406 Lebanon Rd., Nashville.

June 24—Clanton's Auto Auction, Highway 34 West, Darlington, S. C.; Golden Gate Auto Auction, 6010 Stevenson Blvd., Fremont, Calif.

June 25 — Skyline Auto Exchange, 100 Route 46, Fairfield, N. J.

June 30 — Harrisonburg Auto Auction, Interstate 81—Exit 52, Harrisonburg, Va.

Ford Credit Atlanta office to sell commercial paper

DEARBORN. — Ford Motor Credit Co. has opened a financial sales office in Atlanta to market its commercial paper in the Southeast.

The Atlanta office becomes the company's ninth financial sales office in the U. S. and Canada. Others are in Boston, Chicago, Dallas, Detroit, New York, Pittsburgh, San Francisco and Toronto.

used-car auction directory

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Denver Auto Auction, 4285 South Santa Fe, Englewood, Colorado 80110. Sale every Friday, 303-761-1410, 303-761-1459.

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Wednesday Auto Auction. Exit 49 on I-270, Columbus, Ohio. Every Wednesday. Call: Area 614-497-2000.

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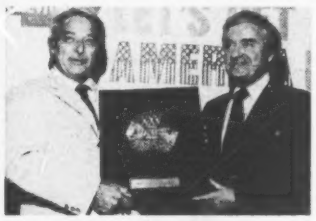

Kelley marks 25

William J. Kelley, left, of Bill Kelley Chevrolet, Inc., Hallandale, Fla., receives Chevrolet's 25-year dealer award plaque from R. J. Bresnahan, Jacksonville zone manager.

Imports' share slips

Registrations increase in March

Continued from Page 8

26.59 percent of March registrations, compared with 27.32 percent a year ago.

Domestic new-car registrations totaled 623,234 for the month, up 31.22 percent over 474,970 in February, 1981, and 7.26 percent ahead of 581,060 a year earlier.

For the first three months of 1981 new-car registrations totaled 2,160,499, down 4.20 percent from 2,255,305 last year.

Chrysler Corp. and General Motors increased their market shares in March compared with a year ago. Chrysler boosted its share of registrations 1.78 percentage points to 9.18 percent from 7.40 percent, while GM's share was up 1.15 percentage points, to 46.19 percent from 45.04 percent.

Ford Motor Co. and American Motors lost market ground in March to their domestic competitors. Ford was off 1.65 percentage points, to 16.57 percent from 18.22 percent. AMC slipped back 0.42 of a percentage point, to 1.45 percent from 1.87 percent.

The share taken by miscellaneous domestic makes dipped 0.01 of a point, to 0.02 percent from 0.03 percent. Checker passenger cars account for about 80 percent of the miscellaneous category.

Excluding imports, domestic-only registrations in March were divided this way: GM, 62.92 percent; Ford Motor Co., 22.57 percent; Chrysler Corp., 12.50 percent; AMC 1.98 percent, and miscellaneous, 0.03 percent.

A year earlier, domestic-only registrations were divided as follows: GM, 62.06 percent; Ford Motor Co., 25.11 percent; Chrysler Corp., 10.20 percent; AMC, 2.58 percent, and miscellaneous, 0.05 percent.

By size segments, subcompacts, compacts and intermediates increased their market shares compared with a year earlier, while standards took it on the chin and luxury models and imports were off slightly.

Imports cornered the largest share of the total—26.59 percent, down from 27.32 percent in March of 1980. U. S. subcompacts grew to 15.68 percent from 13.82 percent; compacts increased their share to 23.90 percent from 21.75 percent; intermediates were up to 21.87 percent from 21.31 percent; standard-size domestic models plunged to 8.03 percent from 11.60 percent, and luxuries were off, accounting for 3.93 percent, compared with 4.20 percent a year ago.

Registrations by size class in March were: Subcompacts, 133,137; compacts, 202,940; intermediates, 185,633; standard, 68,180; luxury, 33,344, and imports, 225,733.

The Top 20 nameplate listing (domestics, only) was headed by Chevrolet Chevette this March and last, but brand-new nameplates appeared in the "most popular" listing and old favorites tumbled back to make way. For example, Ford Escort was in fourth place in March while standard Chevrolet dropped from fourth to 13th. Plymouth Reliant and Dodge Aries made the top 20 as standard Ford and Ford Thunderbird vanished.

The best 20 domestic nameplates in March new-car registrations were:

1	Chevrolet Chevette	54,408
2	Chevrolet Citation	39,764
3	Olds Cutlass Supreme	32,081
4	Ford Escort	28,242
5	Buick Regal	24,543
6	Buick Skylark	24,525
7	Ford Fairmont	21,647
8	Chevrolet Monte Carlo	20,819
9	Ford Mustang	19,479
10	Plymouth Reliant	18,321
11	Chevrolet Malibu	18,144
12	Olds Cutlass	16,012
13	Standard Chevrolet	15,754
14	Pontiac Grand Prix	15,656
15	Plymouth Horizon	15,456
16	Dodge Aries	14,191
17	Oldsmobile Omega	13,029
18	Ford Granada	11,685
19	Pontiac Phoenix	11,469
20	Chevrolet Camaro	11,429

AUTOMOTIVE NEWS ANALYSIS OF NEW-CAR REGISTRATIONS

Based on R. L. Polk & Co. statistical report

March '81 vs. March '80

	1981 Mar.	1981 Yr.	1980 Mar.	1980 Yr.
AMC Spirit	4,090	10,595	5,385	14,548
Concord	3,495	10,549	4,884	12,977
Concord Sta Wgn	1,176	3,987	1,425	4,050
Eagle 4 WD	635	2,101	1,209	3,864
Eagle Sta Wgn	1,347	4,164	1,768	5,077
Eagle SX4 4 WD	1,569	4,805		
Pacer			108	324
Pacer Sta Wgn			195	706
TOTAL AMC	12,312	36,201	14,974	41,546
Chrysler Le Baron	4,236	11,896	5,554	14,139
Le Baron Sta Wgn	845	2,312	786	2,091
Cordoba	2,902	8,788	4,495	11,995
Newport	745	2,244	1,105	3,613
New Yorker	912	2,805	1,917	5,644
Imperial	493	1,347		
Total	10,133	29,392	13,857	37,482
Horizon	15,456	37,783	13,348	36,064
Reliant	13,332	31,959		
Reliant Sta Wgn	4,989	11,662		
Volare	1,289	4,200	6,364	17,146
Volare Sta Wgn	252	921	1,363	4,351
Gran Fury	1,215	2,318	1,186	2,073
Total	36,533	88,843	22,261	59,634
Omni	10,507	27,542	11,030	29,325
Aries	10,230	24,717		
Aries Sta Wgn	3,961	9,301		
Aspen	1,036	3,382	4,225	12,964
Aspen Sta Wgn	257	848	921	3,131
Diplomat	2,522	7,038	2,689	6,402
Diplomat Sta Wgn	385	1,270	492	1,150
Mirada	1,622	4,912	2,476	6,640
St. Regis	731	1,939	1,328	3,567
Total	31,251	80,949	23,161	63,179
Total Chrysler Corp.	77,917	199,184	59,279	160,295
Escort	16,344	45,230		
Escort Sta Wgn	11,898	31,142		
EXP		1		
Pinto	1,859	6,467	9,850	29,160
Pinto Sta Wgn	524	2,025	2,812	8,559
Fairmont	16,372	41,941	25,555	61,551
Fairmont Sta Wgn	5,275	13,217	7,641	18,155
Granada	11,685	27,234	5,932	19,381
LTD II			436	1,551
LTD	4,679	12,607	7,988	23,999
LTD Crn Victoria	2,968	8,829	1,963	5,002
Ford Sta Wgn	1,567	4,547	2,354	7,210
Mustang	19,479	45,177	22,212	59,698
Thunderbird	9,106	22,060	19,697	47,096
Total	101,756	260,477	106,440	281,362
Lincoln Town Car	2,922	7,081	2,516	8,518
Cont Mark	3,193	8,079	3,072	11,312
Versailles			497	1,645
Total	6,115	15,160	6,085	21,475
Mercury Lynx	5,379	14,422		
Lynx Sta Wgn	3,530	8,875		
LN7				
Bobcat	431	1,563	2,258	6,735
Bobcat Sta Wgn	94	349	533	1,533
Zephyr	4,913	13,657	7,703	19,236
Zephyr Sta Wgn	1,482	3,520	1,754	4,303
'81 Cougar/Monarch	4,454	10,536	2,294	7,640
Marquis	651	1,808	1,058	3,542
Marquis Brougham	947	2,847	1,038	3,349
Grand Marquis	1,840	5,402	1,775	5,135
Marquis Sta Wgn	649	1,835	741	2,155
XR7	3,326	8,229	8,069	20,783
Capri	5,084	12,494	6,149	16,676
Total	32,780	85,537	33,372	91,087
Linc Merc Div. Total	38,895	100,697	39,457	112,562
Total Ford Motor Co.	140,651	361,174	145,897	393,924
Buick Skyhawk			857	2,696
Skylark	24,525	53,921	14,442	40,299
Century	9,906	27,643	10,358	26,902
Regal	24,543	54,468	15,134	44,017
Century Sta Wgn	1,315	3,561	1,422	4,082
Le Sabre	1,682	4,925	2,358	6,377
Le Sabre Limited	3,610	9,936	4,844	14,687
Electra 225	4,143	12,522	4,701	15,542
Buick Sta Wgn	960	2,455	1,106	3,026
Riviera	3,510	9,926	3,287	10,326
Total	74,194	179,357	58,509	167,954
Buick Div. Total	74,194	179,357	58,509	167,954
Cadillac de Ville	7,913	21,862	8,116	28,599
Cimarron				
Fleetwood & Chassis	3,381	9,234	2,513	8,333
Eldorado	4,199	12,150	4,153	12,549
Seville	2,144	6,815	3,278	10,837
Total	17,637	50,061	18,060	60,318
Chevrolet Chevette	54,408	117,964	38,514	102,485
Camaro	11,429	24,153	10,346	31,113
Monza	2,403	13,241	12,709	34,320
Cavalier				
Cavalier Sta Wgn				
Citation	39,764	89,886	32,487	93,291
Malibu	13,568	38,524	16,499	46,620
Malibu Sta Wgn	4,576	12,778	5,633	15,830
Monte Carlo	20,819	45,914	13,577	41,632
Impala	4,874	13,881	8,758	27,365
Caprice	7,440	22,598	12,948	41,527
Chevrolet Sta Wgn	3,440	10,590	6,666	20,053
Corvette	2,892	7,729	3,116	8,664
Total	165,613	397,258	161,253	462,900
Oldsmobile Starfire			934	3,101
Omega	13,029	27,476	7,426	18,820
Cutlass Salon	13,388	38,408	15,448	39,566
Cut. Supr/Calais	32,081	69,714	20,538	59,679
Cutlass Sta Wgn	2,624	7,094	2,466	7,327
Delta 88	959	2,873	1,842	5,090
Delta 88 Royale	9,080	25,412	9,491	27,661
98	6,024	17,601	5,645	17,033
Oldsmobile Sta Wgn	1,448	3,852	1,819	5,571
Toronado	2,697	7,928	3,117	9,556
Total	81,330	200,358	68,726	193,405
Pontiac T1000	43	43		
Sunbird	6,171	22,287	12,134	28,646
J2000				
J2000 Sta Wgn				
Phoenix	11,469	25,782	8,124	22,631
LeMans	4,396	12,836	4,859	14,477
LeMans Sta Wgn	1,678	4,747	2,163	6,748
Catalina	660	1,931	1,328	4,033
Bonneville	3,378	9,672	3,924	12,321
Bonne. Brougham	2,665	7,526	3,294	9,992
Pontiac Sta Wgn	707	2,015	1,179	3,948
Grand Prix	15,656	34,357	9,305	29,005
Firebird	6,551	15,090	7,778	23,234
Total	53,374	136,286	54,088	155,035
TOTAL GM CORP.	392,148	963,320	360,636	1,039,612
(Checker)	166	468	243	688
Misc. Domestic	206	570	274	784
Domestic Station Wagon Total	54,979	147,067	45,301	129,350
Domestic Grand Total	623,234	1,560,449	581,060	1,636,161
Import Total	225,733	600,050	219,720	619,144
Grand Total All Registrations	848,967	2,160,499	800,780	2,255,305

Registrations for Oklahoma not available. Registrations for District of Columbia temporarily delayed.

TOP CARS

U. S. new-car registrations for January-March. Registrations not available for Oklahoma, delayed for District of Columbia.

1981 Position		1980 Position
1—397,258	Chevrolet	462,900— 1
2—260,477	Ford	281,362— 2
3—200,358	Oldsmobile	193,405— 3
4—179,357	Buick	167,954— 4
5—143,939	Toyota	147,405— 6
6—136,286	Pontiac	155,035— 5
7—105,012	Datsun	128,510— 7
8— 94,398	Honda	83,029— 9
9— 88,843	Plymouth	59,634—12
10— 85,537	Mercury	91,087— 8
11— 80,949	Dodge	63,179—10
12— 55,803	Volkswagen	56,139—13
13— 50,061	Cadillac	60,318—11
14— 46,899	Mazda	38,198—15
15— 36,201	AMC	41,546—14
16— 32,683	Subaru	28,520—17
17— 29,392	Chrysler	37,482—16
18— 15,961	Fiesta	19,231—19
19— 15,160	Lincoln	21,475—18
20— 13,396	Colt	18,118—21
21— 13,369	Mercedes	12,931—22
22— 13,246	Champ	18,367—20
65,344	Other Imports	68,696
570	Misc. Dom.	784
2,160,499	Total All Makes	2,255,305

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report.

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New York attorney general completes 6-month investigation

Extensive rustproofing abuse found

Continued from Page 1

satisfactory rustproofing jobs on 3,600 cars.

"Because deficiencies in New York City, Westchester and Long Island jobs were so frequent and so great, I am impelled to conclude that the sale of rustproofing by New York City-area new-car dealers is permeated by gross negligence, or in many cases, outright consumer fraud," Abrams said.

In discussing the warranty provisions of aftermarket rustproofing, the report said: "We found that although aftermarket rustproofing warranties vary greatly among manufacturers, they all contain limitations of conditions that render them essentially worthless."

This statement was used on an analysis of most rustproofing manufacture warranties.

It went on to say that "the warranties insulate the rustproofing companies from liability for claims, rather than provide meaningful protection to purchasers."

• For this investigation, the Attorney General's office trained an investigator in rustproofing. This person visited new-car dealers in Buffalo, Albany, Troy, Schenectady and the New York metro area.

A total of 122 new cars that had been rustproofed by 46 different new-car dealers were inspected and each car was rated on the extent to which the rustproofing compound was applied to auto surfaces vulnerable to rust.

A minimum acceptable score was established at 76. According to the attorney general, 83 percent of the cars inspected scored 75 or less and more than half scored below 50.

The worst abuses were found in the New York City area where 96 percent of the cars failed to achieve the minimum acceptable score, and the average score was 38. The average score for all cars was 46.

In the report, the Attorney General said that most of the manufacturers' warranties had potential loopholes: "The mere presence of such restrictions creates a chilling effect on a consumer's assertion of legitimate rust damage claims."

He listed those alleged loopholes as:

1. The one-remedy loophole, in which protection is limited to either one repair or to one damaged part of the car, or to a refund or the cost of the rustproofing at the warrantor's option.

2. The proper allocation loophole, in which protection is offered only to those areas of a car to which the rustproofing compound was applied or, in the case of some warranties, properly applied. If the car dealer or agent applies the compound poorly, the rustproofing company can deny liability for rust damage.

3. The registration loophole, in which the consumer or dealer is required to register with the warrantor within a specified period.

4. The transferability loophole, which provides that if the consumer sells or otherwise disposes of the car "regardless of how soon after the rustproofing job was done, the warranty terminates."

5. The required inspection loophole, which provides that the car must be periodically inspected by the dealer or warranty protection will be lost.

6. The accident loophole which specifies that if the car is in an accident, the consumer must bring the car back within a specified time to the dealer who did the rustproofing job for inspection and reapplication. Failure to do so voids the warranty protection even if rust subsequently develop in an area not affected by the accident.

7. The manufacturing defect loophole which provides that if the warrantor determines that the rust damage is due to a manufacturing or design defect, warranty coverage does not apply.

8. The pre-existing warranty loophole which requires that the consumer must first look to any pre-existing warranty for satisfaction of claims.

The attorney general's report went on to say that "all vehicle manufacturers provide at least a three-year rust protection warranty."

The report added that "consumers, therefore, may have no protection under their (rustproofers') warranty for dealer-installed rustproofing during the three-year period both warranties are in effect. Therefore, some rustproofing warranties which are stated to be for five years are really only two-year warranties with three-year waiting periods."

The report continued that "since many cars are sold or traded within three years, this limitation, when joined with the limitation barring transfer of the warranty, may result in the denial of even two years' protection."

9. The limited remedy loophole provides that in the event of rust damage, recovery is limited to the original purchase price of the rustproofing.

The report added that "other warranties provide that the remedy is limited to repair of the damaged area or refund of the purchase price of the rustproofing at the option of the rustproofing company."

"Of course, the original job may often cost substantially less than repair or replacement of rust-damaged parts," the report continued.

10. Notification of first sign of rust loophole requires the consumer to return the vehicle to the dealer "immediately," "promptly" or "within a reasonable time" after the first evidence of rust. This requirement, the report said, is vague and "moreover, the warrantor determines whether the notice provided by the consumer is timely."

The attorney general determined that "all domestic and foreign car manufacturers provide extensive anti-corrosion treatments to their new cars in the manufacturing process" and "virtually all manufacturers of domestic and foreign cars offer at least a three-year anti-rust warranty for perforation caused from inside out."

The report concluded that rustproofing applied by car dealers "is best avoided because manufacturers provide adequate rustproofing backed by at least a three-year warranty; there is a widespread pattern of inferior workmanship in post-manufacture rustproofing sold by new-car dealers, and, warranty protection is poor or non-existent."

It concluded that "for those consumers who intend to retain their cars for three years or less, there is no benefit gained from the additional aftermarket rustproofing and for customers who plan to keep their cars for more than three years, benefit from aftermarket rustproofing depends on the elimination of the deficiencies discussed in this report."

As part of its report, the attorney general's office also made a series of recommendations for rules and legislative action.

It also suggested that car manufacturers "include a conspicuous notice in their anti-corrosion warranties to advise consumers that aftermarket rustproofing is unnecessary at least for the period the car manufacturer's warranty is in effect."

It urged adoption of a regulation to require that dealers, prior to sale, disclose the existence and terms of any manufacturer's anticorrosion warranty and the car maker's recommendations relating to the use of aftermarket rustproofing.

It also recommended legislation to correct the alleged loopholes in the warranties including:

1. Honoring all eligible rust damage claims arising within the warranty period regardless of the number of claims.

2. Requiring that claims be honored regardless of how, or even whether the rustproofing was applied, if the warrantor authorized the dealer to furnish the warranty to the customer.

3. Warranties be transferable to anyone who owns the car during the warranty period.

4. Warranties not impose unreasonable conditions such as registrations, periodic inspections, accident reporting and unreasonable notification of first sign of rust.

5. Warranties, as a minimum, offer consumers a choice of repair or replacement of rust-damaged parts or refund of the purchase price of the option.

6. Dealers selling rustproofing be required to assume warranty liability in addition to the rust compound manufacturer or applier of the product.

The attorney general also noted that in addition to the eight dealers that agreed to redo the rustproofing jobs, all dealers included in the investigation will be required to reinspect all 1980 and 1981 rustproofing jobs and redo those that are unsatisfactory. Action is being taken against the dealers.

Domestic makers open June with 70-day inventories

Continued from Page 1

iate new cars squeezed ahead.

On June 1, the industry had a 57-day supply of subcompacts, down from 58 days a month earlier. Intermediates were up to 79 days from 74 days May 1. Compacts climbed to 75 days from 66 days; luxury models were up to 62½ days from 56½, and full-size cars weighed in at 68½ days compared with 65 days a month earlier.

The June 1 inventory was divided this way among the size classes: Subcompact, 19.71 percent; compacts, 28.62 percent; intermediates, 31.59 percent; standard size, 14.10 percent, and luxury models, 5.98 percent.

A month earlier, the inventory was divided as follows: Subcompact, 19.42 percent; compacts, 27.78 percent; intermediates, 31.95 percent; standards, 14.64 percent, and luxuries, 6.21 percent.

• The June 1 days-supply figures by market class were:

Subcompact — Bobcat, 20; T-1000, 41; Chevette, 43; Sunbird/J-2000, 46; Spirit, 50; Omni, 58; Horizon, 61; Escort/EXP, 61; Lynx/LN7, 63; Pinto, 70; Rabbit, 72, and Monza/Cavalier, 98.

Compact — Concord, 30½, Eagle, 44; Skylark, 50; Aspen, 54; Firebird, 57; Zephyr, 59; Capri, 62; Volare, 62½; Omega, 64; Mustang, 65; Camaro, 66; Phoenix, 83; Fairmont, 88; Reliant, 90; Aries, 103, and Citation, 109½.

Intermediate — Cutlass, 41; LeBaron, 55; Diplomat, 57; Century, 63; LeMans, 65; Monarch, 73; Malibu, 77; Supreme, 78; Cordoba, 84; Grand Prix, 94; Regal, 95; Granada, 97; XR-7, 106; Mirada, 114; Thunderbird, 122, and Monte Carlo, 125.

Standard — Gran Fury, 25; Oldsmobile 98, 42; Oldsmobile 88, 53; St. Regis, 56; LeSabre, 57; Chrysler, 61½; Electra, 69½; Pontiac, 76; Mercury, 78; Chevrolet, 83, and Ford, 89.

Luxury — Imperial, 41; Corvette, 46½; Lincoln, 49; Cadillac, 62; Mark VI, 63; Riviera, 64; Eldorado, 65; Toronado, 68; Seville, 95, and Cimarron, 102.

FTC probe urged on rebates tied to dealer money

Continued from Page 1

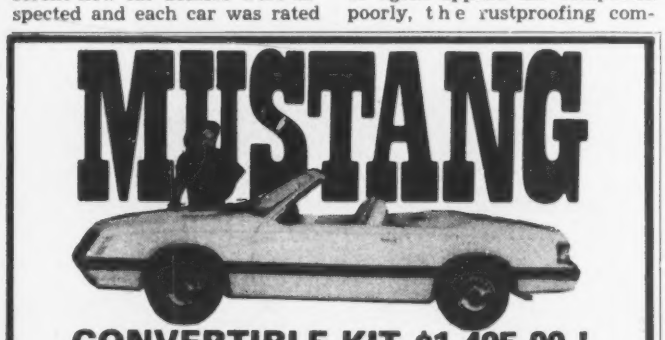
the action taken by the New York Attorney General's Office, which made a formal agreement with GM requiring the company to add a line saying, "Participating GM dealers are contributing to the bonus," to their New York print advertising.

• GM's strong market position, the center notes, forces Ford and Chrysler into rebates and the Ford program, although different from GM, was just as "deceptive" as GM's so far as dealer participation goes, but the Chrysler rebate was factory alone.

The center believes the rebate "hustle" is vulnerable to action not only under Section 5 of the FTC Act but under the FTC's guidelines concerning the use of the word "free." A violation of the Robinson-Patman Act possibly may have occurred also, it believes.

The center says FTC should seek the maximum sanctions against GM and other manufacturers with similar rebate programs. FTC "should order affected consumers to be reimbursed for the difference in value between the rebate as advertised and the rebate as practiced, usually the amount that the dealer was required by the manufacturer to contribute to the rebate," it says.

Further, the center contends, FTC should ban such "deceptive" ads in the future.



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Total is 29 pct. above last year

Week's auto output tops 170,000

By Patricia Hoffman
Staff Writer

For the second week in a row, U. S. auto production for the year-to-date output remained above that of the comparable 1980 period, and the week's total was also up from the previous week, and last year's comparable week.

The auto manufacturers targeted production last week at 170,655 units, up 7.39 percent from 158,908 built in the previous week, and up a substantial 29.41 percent from 131,869 completed in the comparable week last year.

So far this year, the makers have completed 3,201,534, up 1.35 percent from 3,158,822 units assembled through June 14, 1980.

Breakdown for last week by company is: General Motors, 62.88 percent; Ford Motor, 21.87 percent; Chrysler Corp., 11.25 percent; Volkswagen of America, 2.20 percent; American Motors, 1.76 percent, and Checker Motors, 0.04 percent.

Saturday overtime was scheduled at five assembly plants last week.

Chrysler's Jefferson and Newark points both worked eight-hour shifts on Saturday (June 13).

Also on Saturday overtime were GM's Pontiac, Flint and Tarrytown assembly points.

Daily overtime is scheduled this week at Chrysler's Jefferson, Newark and Belvidere points. The three Chrysler plants will work nine-hour schedules.

NADA will fight White sale unless dealers are protected

By Jack Walsh
Truck Editor

DETROIT. — NADA's American Truck Dealers Division said last week it will fight the sale of White Motor Corp. truck assets to AB Volvo unless White dealers' franchise rights are spelled out to ATD's satisfaction.

If the White/Volvo sales agreement is approved intact, every White dealer "would be left holding a virtually worthless franchise," said the ATD, which is a member of the creditors committee in White's Chapter 11 proceedings in U. S. Bankruptcy Court.

An ATD spokesman noted that the sales agreement calls for Volvo to acquire "all contracts and leases except dealer agreements."

White Motor Corp. called the ATD position "misleading and potentially damaging to the survival of White and White dealers."

Craig Thompson, White public relations vice president, said that if Volvo were to assume the existing dealer agreements, "it would expose them to potentially endless and uncertain liabilities because of White's bankruptcy proceedings."

Thus far in negotiations with Volvo, there have been no indications that the Swedish firm is planning any significant change in the existing franchise agreements, he added.

Thompson said Volvo has indicated it will be meeting with dealers between now and August to sign new franchise agreements to become effective on the date that Volvo takes over.

"They recognize the need to put into place quickly a strong and loyal dealer body, and that it is critical to the success of the new company," he said.

A Volvo spokesman said Sten Langenius, president, Volvo Truck Corp., an AB Volvo subsidiary, is hoping to meet with ATD representatives in New York Wednesday (June 17) to discuss franchise arrangements.

NADA and ATD have urged the creditors committee to reject the sale if the dealer interests are not "adequately and legally protected."

"Verbal assurances are not enough protection for the many dealers who have worked so hard to preserve this network," the ATD spokesman said. "White dealers need and deserve written and legally binding assurance that their franchise relationship will continue past any reorganization.

"Anything less," he continued, "amounts to a termination of that relationship now."

The spokesman said "unjust termination" could lead to hundreds of individual lawsuits or possible class actions which "would only serve to impede and ultimately destroy any viable reorganization of White Motor."

Because of the uncertainty of their future, he observed, dealers will have no incentive to "continue the aggressive representation of White products," and their reluctance to order trucks, parts and accessories could destroy the White nameplate and badly damage the value of White's assets.

He said ATD has requested a formal meeting with representatives of Volvo, and that the Swedish firm will be asked to extend a new sales agreement to all current holders of agreements with White prior to approval of the sale by the Bankruptcy Court.

Truck makers assemble 41,272 for weekly gain

U. S. truck production rose last week above the previous week's output, and the total was up substantially from the comparable 1980 week at which time Ford Motor scheduled downtime at all of its truck assembly plants.

The truck makers targeted production last week at 41,272 units, up 1.35 percent from 40,724 built the previous week, and up sharply from 17,313 completed in the comparable week last year.

So far this year, the makers have completed 832,200 units, up 6.56 percent from 777,648 trucks assembled in the comparable 1980 period.

Saturday overtime was scheduled last week at Chrysler's Warren truck assembly plant. The plant, which worked an eight-hour shift on Saturday (June 13), will continue on daily overtime schedules this week, working nine-hour shifts.

Canadian output rises for week, nears 1980 total

Canadian auto production last week rose above the previous week and the comparable 1980 week's totals. However, the year-to-date output continues to lag slightly behind that of last year.

Last week, the Canadian auto makers slated output at 23,041 units, up 1.61 percent from 22,675 built in the previous week, and up 10.65 percent from 20,824 built in the comparable 1980 week.

So far this year, the car manufacturers have completed 409,312 units, down 1.10 percent from 413,810 assembled through June 14, 1980.

Canadian truck production for the week was targeted at 12,339, almost the same as the 12,346 built the previous week, but up 6.49 percent from 11,587 in last year's comparable week.

Year-to-date, the truck makers continue to stay above last year.

So far this year, truck production is 264,426 units, up 0.89 percent from 262,078 completed through June 14, last year.

Smith names Baudhuin

MILWAUKEE. — Terrence J. Baudhuin, 43, has been named director of operations for the Automotive Division of A. O. Smith Corp. He has been manager of materials since 1971.

U. S. CAR PRODUCTION

	Week Ended June 13, 1981	Week Ended June 14, 1980	Week Ended June 6, 1981	June to Date	Jan. 1 to June 14, 1980	Jan. 1 to June 13, 1981
AMERICAN MOTORS	3,000*	3,726*	2,400*	5,400*	84,157	51,654*
AMX	.....	.....	.....	.....	.....	.....
Spirit	.....	.....	.....	.....	.....	.....
Concord	.....	.....	.....	.....	.....	.....
Eagle	.....	.....	.....	.....	.....	.....
Pacer	.....	.....	.....	.....	.....	.....
CHRYSLER CORP.	19,200	11,730	19,434	38,634	310,261	389,261
Plymouth Total	10,600	5,050	10,244	20,844	141,332	200,669
Horizon	3,200	3,350	3,602	6,802	75,619	75,480
Reliant	7,400	.....	6,642	14,042	.....	115,602
Volare	.....	750	.....	.....	50,757	.....
Caravelle	.....	300	.....	.....	3,751	2,139
Gran Fury	.....	650	.....	.....	11,205	7,448
Chrysler Total	.....	2,450	.....	.....	42,046	22,098
LeBaron	.....	1,900	.....	.....	32,403	17,236
Chrysler	.....	550	.....	.....	9,643	4,862
Dodge Total	8,600	4,230	9,190	17,790	126,883	166,494
Omni	3,300	2,750	4,096	7,396	662,248	59,213
Aspen	.....	350	.....	.....	36,397	.....
Aries	5,300	.....	5,094	10,394	.....	90,955
Diplomat	.....	850	.....	.....	15,460	12,644
St. Regis	.....	260	.....	.....	8,778	3,682
FORD MOTOR	37,322	29,510	34,153	71,475	630,143	683,815
Ford Division	24,577	23,523	22,313	46,890	464,468	468,030
Escort	7,721	.....	8,154	15,875	.....	175,546
Pinto	.....	3,569	.....	.....	52,131	.....
Fairmont	4,909	7,020	4,921	9,830	132,649	99,275
Must./Must. II	5,133	5,104	4,702	9,835	125,729	77,580
Granada	2,953	3,828	2,739	5,692	42,674	40,551
Thunderbird	2,157	2,002	.....	2,157	68,035	34,174
Ford	1,704	2,000	1,797	3,501	43,250	40,904
L-M Division	12,745	5,987	11,840	24,585	165,675	215,785
Mercury Total	10,695	5,987	9,790	20,485	149,784	182,807
Bobcat	.....	443	.....	.....	9,975	.....
Lynx	2,909	.....	3,064	5,973	.....	60,682
Capri	2,027	1,574	1,874	3,901	36,409	26,734
Zephyr	2,057	1,668	1,994	4,051	42,030	29,910
Cougar/Monarch	1,339	1,022	1,532	2,871	14,197	20,660
XR-7	1,069	.....	.....	1,069	21,955	14,846
Mercury	1,294	1,280	1,326	2,620	25,218	29,975
Lincoln Total	2,050	.....	2,050	4,100	15,891	32,978
Lincoln	1,031	.....	1,032	2,063	5,880	16,051
Mark VI	1,019	.....	1,018	2,037	8,150	16,927
Versailles	.....	.....	.....	.....	1,861	.....
GENERAL MOTORS	107,298	82,447	102,851	210,149	2,031,314	1,990,084
Buick Division	20,553	16,646	19,227	39,780	404,609	445,754
Skylark	5,394	5,126	5,327	10,721	109,446	121,551
Century	2,351	3,690	2,324	4,675	88,732	81,170
Regal	7,553	4,475	7,364	14,917	106,214	135,574
Buick	3,925	2,200	3,099	7,024	75,908	79,143
Riviera	1,330	1,155	1,113	2,443	24,309	28,316
Cadillac Division	6,638	3,841	7,335	13,973	103,336	131,201
Cimarron	1,000	.....	664	1,664	.....	2,620
Seville	490	410	411	901	17,904	13,329
Eldorado	1,605	1,290	1,350	2,955	27,088	31,594
Cadillac	4,240	2,141	4,213	8,453	58,344	83,658
Chevrolet Division	41,280	34,845	39,505	80,785	853,329	715,628
Chevette	8,375	9,605	7,325	15,700	214,943	154,615
Cavalier	3,630	.....	2,695	6,325	.....	18,393
Monza ('80)	.....	4,155	.....	.....	81,421	.....
Camaro	4,425	2,540	4,711	9,136	63,436	67,929
Citation	8.285	9,175	8,418	16,703	225,249	174,823
Malibu	6,595	4,970	6,981	13,576	129,836	132,256
Monte Carlo	4,650	1,200	4,144	8,794	53,951	70,776
Chevrolet	4,800	2,400	4,776	9,576	63,369	83,172
Corvette	520	800	455	975	21,124	13,664
Oldsmobile Division	22,044	15,324	21,991	44,035	393,480	460,059
Omega	3,225	2,674	3,269	6,494	57,594	72,603
Cutlass	11.856	7,825	11,915	23,771	194,377	231,044
Oldsmobile	5,908	4,000	5,921	11,829	121,038	132,592
Toronado	1,055	825	886	1,941	20,471	23,820
Pontiac Division	16,783	11,791	14,793	31,576	282,560	237,442
Acadian†	475	410	473	948	12,488	11,188
J2000	3,324	.....	2,095	5,419	.....	16,435
Sunbird ('80)	.....	3,027	.....	.....	71,900	.....
T1000	2,661	.....	2,375	5,036	.....	32,343
Firebird	2,536	1,540	2,753	5,289	41,952	32,161
Phoenix	2,538	2,851	2,526	5,064	65,471	56,729
Grand Prix	3,019	1,590	2,546	5,565	28,515	50,470
LeMans	1,872	2,373	1,663	3,535	29,606	30,907
Pontiac	358	.....	362	720	32,628	7,209
VOLKSWAGEN	3,760	4,375	.....	3,760	95,373	85,572
CHECKER	75*	81*	70*	145*	1,574	1,148*
Total Cars, U. S.	170,655	131,869	158,908	329,563	3,158,822	3,201,534

TRUCK PRODUCTION IN U. S.†

	Week Ended June 13, 1981	Week Ended June 14, 1980	Week Ended June 6, 1981	June to Date	Jan. 1 to June 14, 1980	Jan. 1 to June 13, 1981
CHEVROLET	12,895	4,515	13,297	26,192	241,774	268,605
DODGE/PLYMOUTH	2,900	3,700	2,487	5,387	72,330	44,392
FORD	15,795	.....	15,682	31,477	269,478	303,486
GMC	3,441	2,912	4,413	7,854	81,475	90,015
INTERNATIONAL	1,690	2,485	1,658	3,348*	18,878	33,875
MACK	.....	450	.....	.....	12,490	.....
JEEP	2,121*	1,428*	1,697*	3,818*	39,761	40,501
AMC CORP.	90*	143*	90*	180*	4,281	1,985
VOLKSWAGEN	940	625	.....	940	13,462	20,941
WHITE	.....	174*	.....	.....	3,708	.....
MISCELLANEOUS	1,400*	881*	1,400*	2,800*	20,011	28,400
Total Trucks, U. S.	41,272	17,313	40,724	81,996	777,648	832,200

CANADIAN TRUCK PRODUCTION

	Week Ended June 13, 1981	Week Ended June 14, 1980	Week Ended June 6, 1981	June to Date	Jan. 1 to June 14, 1980	Jan. 1 to June 13, 1981
CHRYSLER CORP.	2,000	1,995	2,028	4,028	20,835	36,335
FORD MOTOR	3,424	4,242	3,348	6,772	92,189	79,767
GENERAL MOTORS	6,670	4,770	6,723	13,393	127,444	142,606
AMERICAN MOTORS	.....	.....	.....	.....	11,644	.....
INTERNATIONAL	245	475	247	492	7,264	5,718
MACK	.....	40	.....	.....	1,191	.....
WHITE	.....	65*	.....	.....	1,511	.....
Total Trucks, Canada	12,339	11,587	12,346	24,685	262,078	264,426
N. American Trucks	53,611	28,900	53,070	106,681	1,039,726	1,096,626

†—Now includes window van production. *—Estimated.
Jeep includes commercial vehicles only. AM General includes government-destined vehicles. AM General will no longer be figured in with North American trucks.

CANADIAN CAR PRODUCTION

	Week Ended June 13, 1981	Week Ended June 14, 1980	Week Ended June 6, 1981	June to Date	Jan. 1 to June 14, 1980	Jan. 1 to June 13, 1981
AMERICAN MOTORS	720	.....	724	1,444	.....	14,987
CHRYSLER CORP.	1,824	2,360	1,187	3,011	32,281	15,421
FORD MOTOR	7,256	6,319	7,699	14,955	125,124	106,781
GENERAL MOTORS	13,016	11,920	12,871	25,887	251,377	267,171
VOLVO	225	225	194	419	5,028	4,952
Total Cars, Canada	23,041	20,824	22,675	45,716	413,810	409,312
N. American Cars	193,696	152,693	181,583	375,279	3,572,632	3,610,846
N. American Trucks	53,611	28,900	53,070	106,681	1,039,726	1,096,626
North American Cars and Trucks	247,307	181,593	234,653	481,960	4,612,358	4,707,472

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.

6/24/81 c 2700-1

Automotive News

Detroit, June 22, 1981

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56th year—$35 per year, $1.00 per copy

NADA urges action to trim high interest

NEW YORK. — NADA last week demanded administrative and Congressional action to reduce the high interest rates that are crippling the automobile industry.

At its board of directors meeting here, NADA called for immediate passage of federal spending cuts plus the three-year personal tax cut.

Additional NADA actions included petitioning the Senate Banking Committee to assess the effects of high interest rates on small businesses and consumers and initiation of an NADA investigation to isolate the effect of lending practices based upon what it called the artificial term "prime rate."

"Our industry is integral to the nation's well being," said NADA President Wendell H. Miller. "These actions are the necessary first steps in starting the desperately needed economic recovery."

Cuts in federal spending will lessen inflationary expectations, Miller said, while multi-year tax cuts will restore confidence and increase disposable personal income.

"Our dealer members will personally appeal to their congressional representatives to support the actions called for by the NADA board today," Miller said.

NADA said it will meet with Senator Jake Garn, Utah Republican and chairman of the Senate Banking Committee which has oversight of the Federal Reserve Board, to seek to guarantee that the Fed's actions "do not continue to shift the fight against inflation to the back of small businesses."

NADA said that results of its investigation into the effects of lending practices based upon the prime rate will be presented to Administration and Congres-

Continued on Page 7, Col. 4

Konvertible

Airier Reliant from Grandeur

Grandeur Motor Car Corp., Pompano Beach, Fla., has started production of K-car convertibles and expects to build up to 100 a month. Conversion takes less than four weeks, and the converted cars retail for upwards of $15,000. The annual Automotive News review of the conversion and specialty-car industry follows Page 28.

Specialty-car makers note a sales rebound

DETROIT. — Like the mass producers, many low-volume builders of specialty cars experienced rough sledding last winter, as interest rates climbed and even high-income buyers delayed limousine purchases or scrapped plans to spend $50,000 to $100,000 on an exotic model in favor of high-yield bank notes.

Builders of U. S. exotica insist sales are now on the rebound, and many expect sales to remain strong until Detroit once again has the capital and manpower to spend to personalize its models.

In this week's Custom Market EXTRA, Automotive News assesses that forecast, examines the kit-car boom and reports converters are girding for some tough convertible competition from the major makers.

Both high- and low-volume producers talk about their interdependence and the inevitable friction in their relationships.

Marketing strategies of the specialty-car builders and their distributors are examined, and dealers talk about the new- and used-car pitfalls in the exotic-car business that don't exist for traditional lines.

Industry sources offer suggestions on picking the right product and builder.

But even when the exotics suffer Detroit sales blues or when they merge and diversify like their big brothers, they operate with a flair for the unconventional and with unbridled enthusiasm for the cars they build, often by hand. It's a business built on power and egos. Reports on it follow Page 28.

Slow J-car sales linked to output; quality praised

By Kathleen Hamilton
News Editor

It looks as though General Motors is living up to its promise of the slowest startup in its history for its new J-cars.

Dealers and factory agree the new subcompacts are coming off the line with excellent quality, but that insistence on quality is suppressing early production levels and apparently wearing down dealers and customers made impatient by heavy J-car advertising schedules.

Production should be up to full speed "within weeks," according to a General Motors Assembly Division spokesman. He would not be more specific.

Divisional spokesmen would not speculate on how soon back orders will be filled.

But Chevrolet and Pontiac dealers surveyed by Automotive News said they have been told to not expect comfortable supply levels for at least 60 days, and some are expecting to get a full complement no sooner than November.

"We aren't happy they're in short supply," a Chevrolet spokesman said.

Cadillac said its single-line dealers (who get the Cimarron first) in the East have the shortest supplies, as the pipeline from the South Gate (Calif.) assembly plant fills eastward.

The Chevrolet Cavalier is also built at South Gate, but it is also assembled, along with the Pontiac J2000, at Lordstown, O. Pontiac and Chevrolet report no such regional scarcities.

• Their scarcities are universal: Pontiac, for example, had an average of two J2000 models for each of its dealers on opening day, but now has an unfilled order bank of more than 87,000—largest in its history.

Meanwhile, Cavalier's order bank tops 100,000, but the division doesn't have comparisons for earlier models.

Cadillac took better than 10,000 orders for the $12,000-plus Cimarron within 25 days of its introduction; planned production for the car is only 15,000 by Sept. 24, when the remaining 1,350 dealers will begin taking orders for the car.

In any case, early supplies are much tighter than when the X-cars were introduced during a fuel crisis in 1979.

A look at early production figures shows anticipated production levels through last week for the three lines at 21,568 Cavaliers, 18,885 J2000s and 3,437 Cimarrons.

Cars are coming off the

Continued on Page 7, Col. 4

breaking news

Camaro/Firebird delayed until December

DETROIT.—General Motors hasn't officially announced any dates yet, but the debut of its 1982 F-body Camaro and Firebird has been set back to Dec. 3 from Nov. 19. The reason: Trouble meeting the Job One deadline for Camaro/Firebird, which is being completely redone for '82. This will be the second delay in the F-body intro date.

New Chrysler intro dates

DETROIT.—Latest plans call for Chrysler Corp. to introduce its carryover K-cars and Omni/Horizon on Oct. 1 and have a separate intro for the new LeBaron and Dodge 400 Oct. 29. C-P dealers will get four styles of LeBaron—four-door, two-door, wagon and, later, a convertible. Dodge dealers will get only a two-door Dodge 400, but will have exclusive access to the new Omni/Horizon-derived pickup truck, L-29, being introduced in January.

GM backs off rebates—for now

DETROIT.—General Motors reportedly backed off from a consumer rebate—for the time being. Reports have it that Chevrolet wanted a consumer rebate, but didn't have Buick-Oldsmobile-Pontiac support. Chevrolet had a 109-day supply of Citations and a 125-day supply of Monte Carlos on June 1, compared with a 50-83-day supply of B.O.P X-cars and a 77-95-day supply for B-O-P intermediate specialties. If the current Citation program doesn't clear the decks, and GM's stocks as a whole continue climbing in June/July, observers predict another round of industrywide rebates for the third quarter, triggered by GM.

See BREAKING NEWS, Page 8, Col. 1

Move could wipe out project

GM puts 'hold' on Pontiac P-car

By Jim Plegue
Staff Writer

Development of Pontiac's sporty two-seat P-car has been placed on "indefinite hold" by General Motors management, a move that could delay its introduction or even result in total cancellation of the program, according to sources.

"Right now, the future of the P-car is of unknown status," said a source.

The decision to stop work on the mid-engined fiberglass car was made several weeks ago by the GM Executive Committee, according to the source, and follows closely a recent decision to push back P-car introduction from late '82 to early '83. That decision reportedly was to allow extra plant conversion time.

Several reasons have been mentioned for the latest GM decision regarding the project. One source cited the cash squeeze. Purchasing agents have told tooling vendors to hold further spending on the P-car project.

The P-car has been planned as a Pontiac exclusive, at least during its first production year, sources said. A project with such limited production might be the first to be axed during a cash crisis.

Another source cited a development problem. Engineers, he said, are having trouble properly anchoring the subframe which holds the P-car's mid-mounted engine.

Whatever the reason, the recent GM decision clouds the P-car's future. The last time a program was put on indefinite hold, a source said, "it was gone by the next quarter." But he added

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Mazda and domestic makers the targets

CASA may sue on 'standard' radios

By Marjorie Sorge

The Custom Automotive Sound Assn. (CASA) and Mazda Motors may do legal battle over the auto company's radio standardization.

And CASA is also contemplating action against the domestic auto makers concerning their special promotion options, packaging and dealer credit programs for deleted radios. All the domestic makers have some radios as delete options but CASA would like that situation changed to optional equipment which dealers must specifically order, not delete.

CASA has not yet filed the lawsuit against Mazda but is researching its case with the intention to sue in the future, according to Cheryl Hollins, CASA executive director.

"By its refusal to halt the installation of unordered sound equipment at the ports and standardization of radios in many of its models, Mazda is denying dealers and consumers the freedom to purchase sound equipment of their choice," said Philip Christopher, CASA President, "Consequently, CASA has no other recourse but to initiate a lawsuit against Mazda."

He said CASA will seek injunctions and other relief against the company because of what he called its "arrogant disregard of antitrust laws."

In the past two years, CASA has filed suits against General Motors, Toyota and Volkswagen charging they were in violation of the Clayton and Sherman antitrust acts by making radios standard equipment.

The association won out-of-court settlements from the auto makers which eliminated standard radios in most models. Both GM and Toyota now have delete-option radios, while VW radios are optional and treated as add-on items. At the time of the VW agreement, Christopher said CASA would use the "add-on" terminology to go after the other manufacturers.

• GM agreed in its original settlement not to make radios standard on any cars, except the Chevette and all Cadillacs, through 1983. (Radios are delete options on many GM cars.)

GM contended in the 1979 suit that the Chevette radio must be standard to compete with the imported small cars. However, CASA has now won agreement from some of the major importers, and Christopher has said these agreements may force GM to reevaluate its standardization in the Chevette with a little prodding from CASA. Last year, he said once these agreements were reached CASA would go back to GM and demand the Chevette be stripped of its standard radio.

According to Hollins, the market for the Chevette is large, and the aftermarket sound equipment manufacturers feel they should not be excluded competitively because of standard radios.

Thomas Leary, GM assistant general counsel, said GM has offered to reconsider the radio standardization on the Chevette from time to time depending on the situation of its competitors. He said that currently, major competitors of the Chevette still have radios standard and GM management feels "as long as some competitors are doing what they want to (with standard radios) we will do what we want to do (in the Chevette line)."

While the agreement did call for delete options in all new cars introduced through 1983 there have been some judgment calls which Leary said have gone CASA's way. Since the agreement did not include Chevette it was questionable whether its sister, the Pontiac T1000, should have a standard radio. Also, the Cadillac line was not included and the same question erupted about the Cimarron. In both cases, he said, GM decided to make the radios delete options.

• Chrysler Corp. and Ford Motor Co. were not sued by CASA. Ford already had radios as delete options in most models, and Chrysler voluntarily changed its program. Honda also voluntarily stopped putting standard radios in its cars in 1980 models that came to the U. S.

Subaru changed its radio pol-

Continued on Page 7, Col. 1

Nader seeks reopening on Ford transmissions

WASHINGTON. — Ralph Nader has petitioned NHTSA to reopen the investigation into certain automatic transmissions on Ford vehicles that allegedly slip from Park to Reverse.

In a separate but related action, the Center for Auto Safety —started by Nader but now independent of him—has filed a motion for summary judgment in response to the government's motion to dismiss its case earlier brought by the center on the same subject.

Both the petition and the court filing cite a survey of 750 vehicles and owners in San Francisco, metropolitan Washington and Minneapolis, claiming that only 49 consumers — or 6.5 percent of those surveyed —have placed warning labels on the cars.

Last December, then Secretary Neil Goldschmidt — disagreeing with advice given him by former NHTSA Chief Joan Claybrook — negotiated a settlement with Ford Motor Co. in the defect investigation of some 16 million 1970-79 Ford vehicles.

Ford agreed to mail owners a warning label. Proponents of a mandated recall and correction point out that the deaths of more than 140 individuals and injuries to some 1,700 people have been linked to the transmissions.

• The center has been joined in litigation by several persons injured or relatives of those who have been killed and by the Washington - based Automobile Owners Action Council, the Quebec - based Automobile Protection Assn., Minnesota Public Interest Group and San Francisco Consumer Action.

Plaintiffs contend that after the initial findings of a safety-related defect for some transmissions, Claybrook's October, 1980, memo recommending a final determination was binding on Secretary Goldschmidt because he had delegated authority to her.

The center and the others also maintain that warning labels are not a "remedy" under the law.

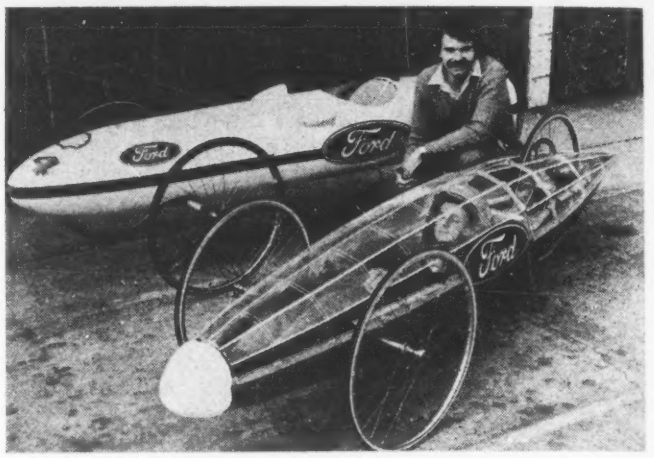
The government says the federal district court lacks jurisdiction in this case and even if it had it, DOT's agreement with Ford is perfectly legal.

The settlement does not injure plaintiffs, says the government, and can only help. To remand it to the agency would not change anything since it is no more likely to find a defect and force a recall than it was before.

If it did reopen the investigation, according to the government, Ford would resist and DOT adds, there is no mechanical fix for the alleged problem. Finally, the court has nothing to review since DOT never reached a final determination. The Claybrook memo was merely an opinion with which her boss disagreed.

Remembering the Cord

Southeastern Replicars, Largo, Fla., builds a fiberglass replica of the 1937 Cord 812 Phaeton so true to the original that parts are interchangeable. The $65,000 815 SE is sold by Southeastern directly. It features front-drive, like the original, and a modified Oldsmobile powertrain. Power equipment, air conditioning and stereo are standard. Each car takes 2,000 hours to build; anticipated production is put at 24 per year.



Fuel-economy giants

Engineers from Ford Motor Co. of Australia entered two "cars" in this year's Shell/The Australian Mileage Marathon, in Sydney. Ford engine design engineer Ian Cole shows the newest vehicle, piloted by 16-year-old Shane Thomas, an apprentice at the Ford Apprentice Training School, Geelong, along with the one run last year as well as this. Cole predicted the new vehicle can beat the world record of 2,684.7 MPG.

Early-June sales rise; few cheers are heard

By Jenny L. King
Staff Writer

Early-June sales of domestic new cars topped the 1980 period but were still disappointing to those anticipating an end to the 26-month retail sales recession. The daily selling rate, based on nine selling days, averaged 19,493, up 10.72 percent from the extremely low 17,606 average for eight days a year ago.

The May 21-31 daily selling rate this year had showed more strength with its average of 24,697 sales per day; the mid-May rate was 21,309.

The year-to-date daily selling rate for the 136 days of 1981 was a modest 21,809, down 1.36 percent from 22,110 in 1980. Year-to-date sales totaled 2,966,089 this year compared with 3,029,154 a year earlier.

June 1-10 sales numbered 175,435, up 24.59 percent from 140,851 last year. High for the period was posted just three years ago, in 1978: 283,274. The daily selling rate for that period was 31,475.

On a year-to-year basis, four of the five major U. S. auto makers were up for the period, while on a daily-rate basis that was pared to three with improved sales. Chrysler Corp. enjoyed the greatest gain; its sales were up 46.70 percent to 19,684 from 13,418 (30.41 percent on a daily-rate basis). General Motors sales were up 29.61 percent, to 108,082 from 83,387 (up 15.22 percent daily rate).

Ford Motor Co. sales totaled 40,383, up 8.45 percent from 37,236 last year (down 3.61 percent daily rate). Volkswagen of America reported sales of 2,886 Rabbits, down 17.78 percent from 3,510 (down 26.88 percent daily rate), while estimated sales of American Motors passenger cars were 4,400, up 33.33 percent from 3,300 (up 18.40 percent daily rate).

GM earned 61.62 percent of the early-June market, up from 59.20 percent a year earlier. Ford's share dropped to 23.02 percent from 26.44 percent. Chrysler cornered 11.22 percent, up from 9.53 percent. AMC had an estimated 2.50 percent of the market, up from 2.34 percent, and VWoA sales accounted for 1.64 percent, down from 2.49 percent.

On a year-to-year basis, nine of the 14 makes reported increases over year-ago sales. Plymouth doubled its sales, jumping to 9,998 from 4,551; Buick did the same, going to 27,875 from 13,050. Oldsmobile sales were up 42.18 percent, Dodge was up 34.36 percent, Mercury was up 33.98 percent, AMC was up 33.33 percent, Cadillac was up 29.36 percent, Chevrolet was up 4.13 percent and Ford was up 2.35 percent.

Chrysler continued its long slide, its sales down 40.94 percent to 1,913 from 3,239. VWoA was down 17.78 percent, Lincoln was down 5.22 percent and Pontiac was down 0.14 percent. Imperial was not on the market a year ago.

Ford Escort was the top-selling nameplate during the period, with sales of 8,849. Second was Chevrolet Chevette at 8,221, followed by Chevrolet Citation, 7,613, Buick Skylark, 7,555 and Buick Regal, 7,546.

VWoA names VP

WASHINGTON. — Phil Hutchinson, director of government and industry relations for Volkswagen of America, has been named vice president-government and industry relations.

DOMESTIC SALES

	June 1-10, 1981	June 1-10, 1980
AMERICAN MTRS.	4,400†	3,300†
Chrysler	1,913	3,239
Imperial	211	.....
Plymouth	9,998	4,551
Dodge	7,562	5,628
CHRYSLER CORP.	19,684	13,418
Ford	28,820	28,157
Mercury	10,109	7,545
Lincoln	1,454	1,534
FORD MOTOR	40,383	37,236
Buick	27,875	13,050
Cadillac	5,001	3,866
Chevrolet	36,597	35,146
Oldsmobile	24,620	17,316
Pontiac	13,989	14,009
GENERAL MTRS.	108,082	83,387
VOLKSWAGEN	2,886	3,510
INDUSTRY TOTAL	175,435	140,851

† estimate

Axle venture links IVECO and Rockwell

AMSTERDAM, The Netherlands. — Rockwell International Corp. and IVECO B.V., a member of the Fiat Group, will establish a joint venture to build and market Rockwell heavy-truck axles for Europe, North Africa and the Middle East.

The joint venture, to be called Rockell CVC/OMEVI, S.p.a., is acquiring an IVECO plant in Cameri, Italy, and will retool it for axle production scheduled to begin in 1983.

Initially, the new company will produce Rockwell axles for IVECO's five truck nameplates, and eventually they will be available to other commercial-vehicle manufacturers.

At the start, according to Robert Anderson, Rockwell chairman, the U. S. firm will have only a minority interest in the joint venture, with plans to assume a majority holding with the startup of production in 1983.

"When Rockwell axles reach volume production, the investment by Rockwell and IVECO will be well in excess of $150 million," Anderson said here after the signing of the agreement to set up the joint venture.

Martin D. Walker, president, Rockwell Automotive Operations, called the venture "part of our long-held strategic objective of applying Rockwell's advanced technical resources to develop, design and engineer components for the European truck industry.

• "The joint venture," he added, "will give us a great platform to introduce fast-ratio, single-reduction axle technology to this market."

Walker said the new firm will build to OEM and fleet-operator specifications from both the plant in Cameri, about 30 miles west of Milan, and Rockwell's present manufacturing facility at Maudslay, England.

Giorgio Manina, IVECO managing director, said Rockwell's plan to expand its product offerings in Europe coincided with IVECO's desire to free current resources for other projects.

"IVECO is moving from total integration to deintegration of some major truck components," he explained. "Our long-range strategy . . . is to continue to seek other leading international

Continued from Page 17, Col. 1

Utilimaster's new van body

Utilimaster Corp., Wakarusa, Ind., has introduced a new aluminum van body for the IVECO Z-100 truck chassis. The van's aerodynamic front cap and radius corners follow the truck cab's airflow design. Other features include a strong ladder-type floor frame and rub rail, and a fully lined plywood interior.

Six more states boost big-truck weight limit

ATLANTA. — Six states have joined the list of those raising truck weight limits to 80,000 pounds as the trucking industry continues its drive to obtain more uniformity among states for over-the-highway trucks.

Tennessee is the latest to raise the weight limit, increasing it to 80,000 pounds from 73,280 pounds.

The legislature approved the increase, which has now been implemented.

One of the provisions which lured Datsun's light-truck plant to Smyrna, near Nashville, was that the state liberalize its stringent trucking laws. Gov. Lamar Alexander promised the Datsun manufacturer that the law would be changed.

However, one of the provisions of the weight-increase law was that trucks help pay for highway maintenance with a boost of five cents per gallon in the price of diesel fuel. The legislature approved it and also raised gasoline taxes by two cents a gallon.

• The Missouri legislature also has approved a bill increasing weight limits to 80,000 pounds. If signed by the governor, the law would go into effect this fall.

The American Trucking Assns. said Mississippi and Indiana legislatures also have passed bills raising the weight limits to 80,000 pounds.

In Mississippi, the new law will become effective in November, while Indiana is scheduled to implement the new limits in January.

Georgia also has modified its heavy-truck limitations on certain agricultural products, raising the limit to 80,000 pounds and extending truck lengths to 36 feet.

By extending the length, officials said, weights would be more evenly spread out, minimizing damages to roads.

The Arkansas legislature has approved a one-year test that will require the Arkansas Highway Commission to issue special permits to haul agricultural commodities on trucks with a gross weight of 80,000 pounds. The test is to start July 1.

Beverage hauler from IH teamed with 'goosenecks'

CHICAGO. — The beverage industry has a new delivery team at its disposal — International "S-Series" medium trucks and special gooseneck trailers which are designed to provide more expedient deliveries for multistop beverage runs.

The new unit is called an "I-Hauler" and is available with a choice of Swan "Supergoose" or "Hawk" gooseneck beverage trailers.

The S-Series single-rear axle tractor is fitted with a special low-profile service body equipped with compartments sized to accommodate beverage cases.

A special spring package and low-profile wheels and tires are specified to reduce vehicle overall height for complete compatibility with the Swan trailers. Gross combined weight is rated at 32,000 pounds.

The I-Hauler will be available as a diesel Model 1654 S-Series with an International 9.0 liter V-8 engine, or gasoline-powered Model 1724 with an International MV-404 V-8. Both models will offer a choice of a four or five-speed manual transmission or a four-speed automatic, and a choice of a 15,000-pound single-speed or two-speed rear axle.

'I-Hauler' set for beverage run

The new "I-Hauler" combines an International S-Series medium tractor with a special low-profile service body and a Swan "Supergoose" or "Hawk" gooseneck trailer for multi-stop beverage pickup-and-delivery applications. The unit is rated at 32,000 pounds gross combination weight, with either diesel or gas power.

truck industry news

'81 count off 22.4 pct. from year ago

4-month registrations are lowest since 1975

Four-month registrations of new trucks of all types in the U. S. were off 22.4 percent from the same period a year ago, with only one of the eight weight groups showing an increase.

Through April, according to R. L. Polk & Co. statistics, there were 686,657 registrations, compared with 884,661 in 1980. It was the lowest four-month total since 1975, when the count was 658,993. The alltime high of 1,184,771 was hit in 1979.

The April total was down 16 percent, from 221,404 a year ago to 185,927. As with the four-month count, registrations during the month were lower than last year in all three market segments.

There was a decline of 22 percent in light-truck registrations through April. The Group 3 tallies, however, were up dramatically over last year, 4,264 versus 2,550.

The Group 1 count suffered the smallest percentage loss, down 12.2 percent with 243,355 tallies, compared with 389,901 a year ago. Group 3 registrations totaled 272,874 units, a decline of 32.2 percent from 1980.

• Four-month registrations of medium trucks dropped 18.8 percent below the year-earlier levels, while the heavies had a decrease of 28.7 percent.

The biggest percentage decline in the medium-truck segment was suffered by Group 4. Only four units were registered over the four-month span, down 97.2 percent from last year's 143 units.

There were 481 Group 5 tallies through April, a drop of 42.5 percent from the year-ago 836, while the Group 6 count

Continued on Page 38, Col. 2

International ups lead over Ford in HD registrations

International increased its lead over Ford in heavy-truck registrations by more than 2,300 units through April, and improved its share of the industry's four-month total by almost 10 percentage points over a year ago.

R. L. Polk & Co. reported 13,083 Group 7 and 8 International trucks were registered in the first four months of the year, compared with 10,759 for Ford. In April, International had 3,777 tallies and Ford had 2,909.

While International is No. 1 in total four-month registrations, Ford is the leader in Group 7 tallies with 8,057, compared with 6,631 for Interna-

Continued on Page 38, Col. 2

U. S. TRUCK REGISTRATIONS

FOUR MONTHS, 1981 VS. 1980★

Based on R. L. Polk & Co. statistical report

	4 mos., 1981	Percent Share of '81 market	4 mos., 1980	Percent Share of '80 market	Pct. pt. Change, '81-'80
Ford	220,085	32.05	281,210	31.79	+ 0.26
Chevrolet	211,907	30.86	269,756	30.49	+ 0.37
Dodge	52,174	7.60	78,544	8.88	− 1.28
GMC	50,235	7.32	66,774	7.55	− 0.23
International	20,077	2.92	21,115	2.39	+ 0.53
Jeep	15,681	2.28	30,052	3.40	− 1.12
Mack	6,035	0.88	7,720	0.87	+ 0.01
Plymouth*	5,897	0.86	10,703	1.21	− 0.35
Kenworth	3,385	0.49	4,449	0.50	− 0.01
Freightliner	2,701	0.39	4,297	0.49	− 0.10
Peterbilt	1,799	0.26	2,815	0.32	− 0.06
White	970	0.14	1,839	0.21	− 0.07
Autocar	423	0.06	655	0.07	− 0.01
Volvo	372	0.06	244	0.03	+ 0.03
Western Star	246	0.04	402	0.04	.....
Diamond Reo	4	0.01	28	.....	+ 0.01
Miscellaneous**	94,644	13.78	104,058	11.76	+ 2.02
TOTALS	686,657	100.00	884,661	100.00	.....

★—No registrations for Oklahoma, 1981 and 1980; District of Columbia, April, 1981; Hawaii, 1980.
*—Plymouth trucks are Trail Duster, Voyager and Arrow.
**—Miscellaneous includes imports, Mercedes, Crane Carrier, Oshkosh, FWD, Hendrickson, etc.

U. S. HEAVY DUTY REGISTRATIONS

FOUR MONTHS, 1981 VS. 1980★

Based on R. L. Polk & Co. statistical report

	4 mos., 1981	Percent Share of '81 market	4 mos., 1980	Percent Share of '80 market	Pct. pt. Change, '81-'80
International	13,083	26.04	11,202	16.24	+ 9.80
Ford	10,759	21.42	16,618	24.09	− 2.67
GMC	6,534	13.01	11,300	16.38	− 3.37
Mack	5,674	11.29	7,651	11.09	+ 0.20
Kenworth	3,385	6.74	4,431	6.42	+ 0.32
Chevrolet	3,330	6.63	6,351	9.21	− 2.58
Freightliner	2,701	5.38	4,297	6.23	− 0.85
Peterbilt	1,799	3.58	2,811	4.08	− 0.50
White	970	1.93	1,836	2.66	− 0.73
Autocar	423	0.84	654	0.95	− 0.11
Volvo	360	0.71	244	0.34	+ 0.37
Western Star	246	0.49	402	0.58	− 0.09
Diamond Reo	44	0.09	28	0.04	+ 0.05
Miscellaneous	929	1.85	1,167	1.69	+ 0.16
TOTALS	50,237	100.00	68,992	100.00	.....

★—Groups 7 and 8 trucks only; no registrations for Oklahoma, 1981 and 1980; District of Columbia, April, 1981; Hawaii, 1980.